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HOW TO OBTAIN A PATENT *and* WHAT TO INVENT



TALBERT & TALBERT
PATENT LAWYERS

TALBERT BUILDING 711 8TH ST.
WASHINGTON, D.C.

HOW TO OBTAIN
A PATENT
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WHAT TO INVENT

APR 26 1918

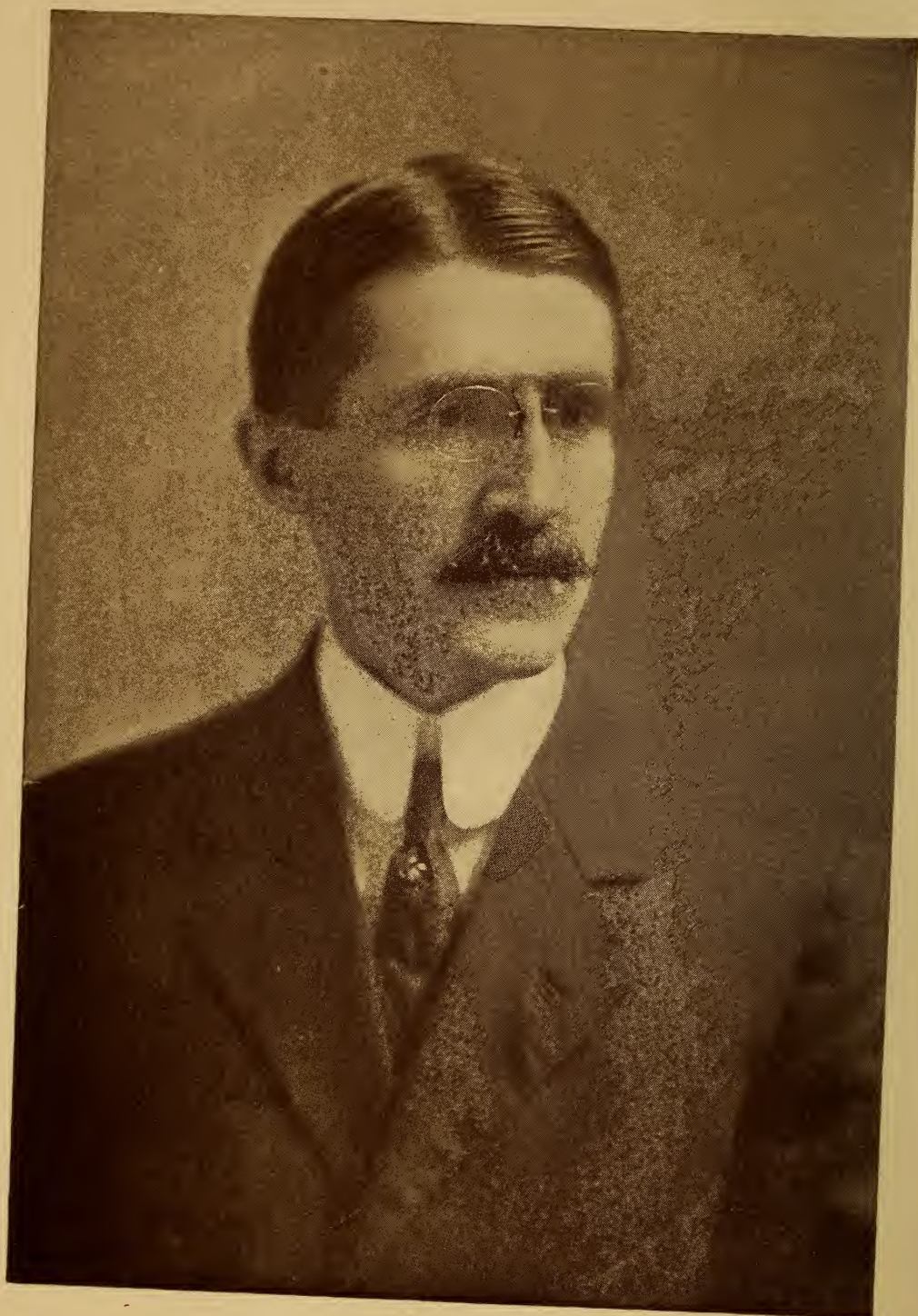
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United States Patent Office





MR. E. HUME TALBERT
Registered Patent Attorney
Patent Lawyer



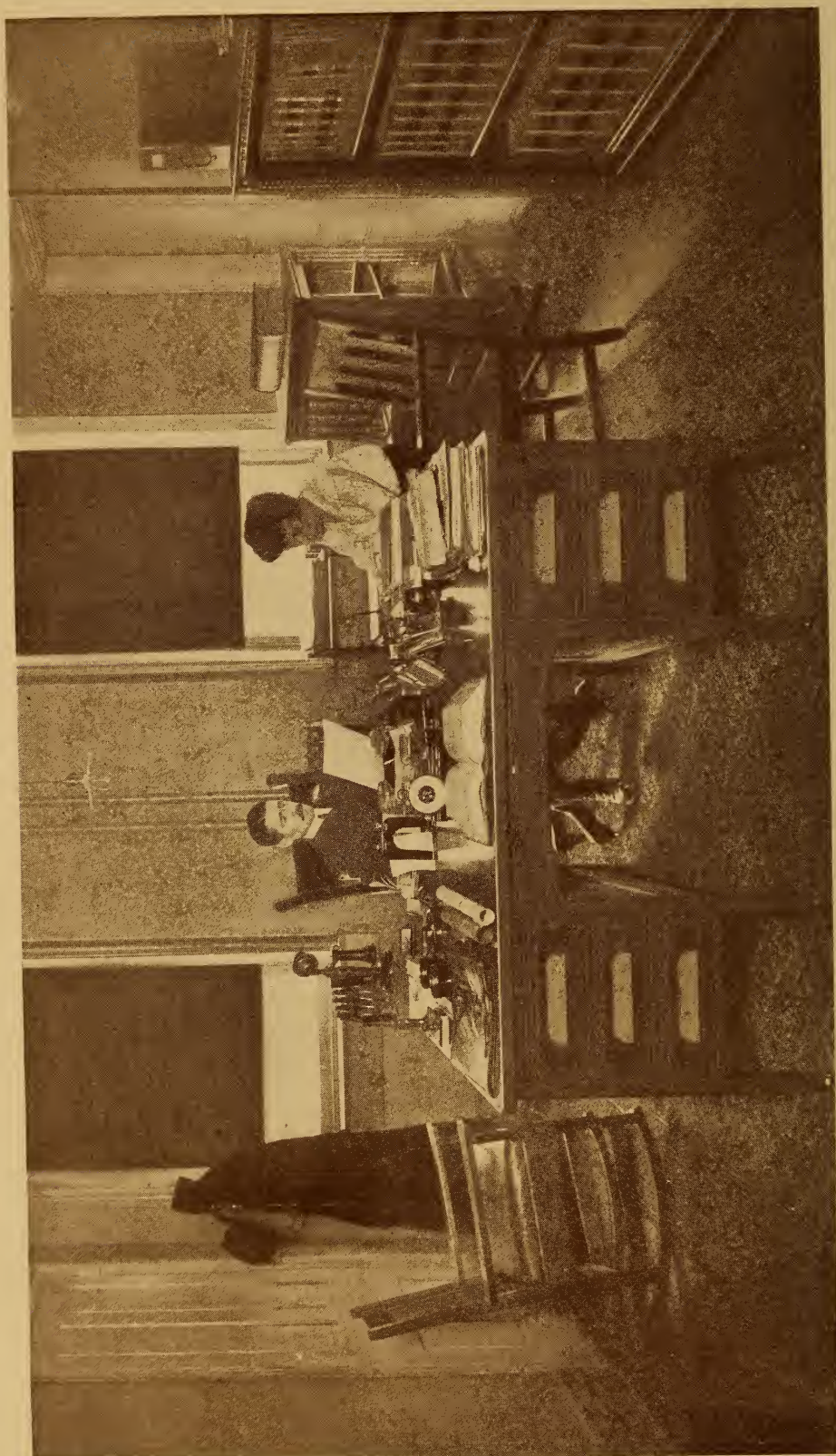
E. HUME TALBERT

E. HUME TALBERT, senior member of the firm of Talbert & Talbert, patent lawyers, whose offices occupy the entire Talbert Building, No. 711 Eighth Street, Washington, D. C., has been actively engaged in various branches of the patent practice for over twenty years.

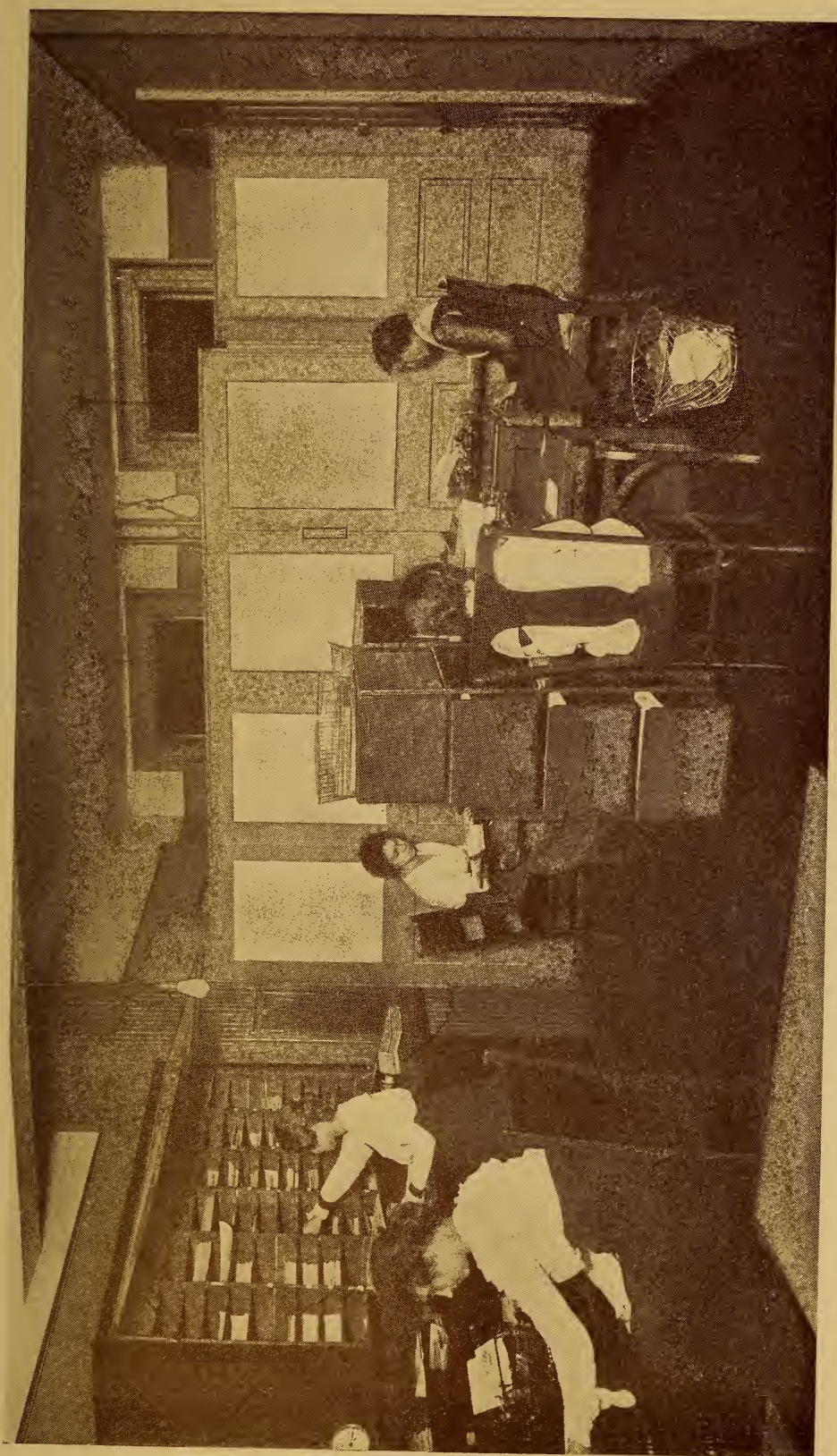
Besides being a registered United States Patent Attorney and a lawyer, he has had actual shop practice and is able to operate the machines and other tools in any well equipped machine shop or manufacturing plant. His practical education in mechanical and electrical lines, together with his long experience in the handling of cases involving inventions in almost every art, has enabled him to give his clients the services of a man having both a practical and a theoretic knowledge of the arts which form the basis of nearly all inventions.

Mr. Talbert is a member of the bar of the United States Supreme Court, the Supreme Court and Court of Appeals of the District of Columbia, and of many of the Federal Courts throughout the United States. He has had extensive practice in patent and trade-mark litigation both before the Patent Office and the United States Courts, and, prior to his present association, he was for years actively connected with two of the largest patent law firms in the world.

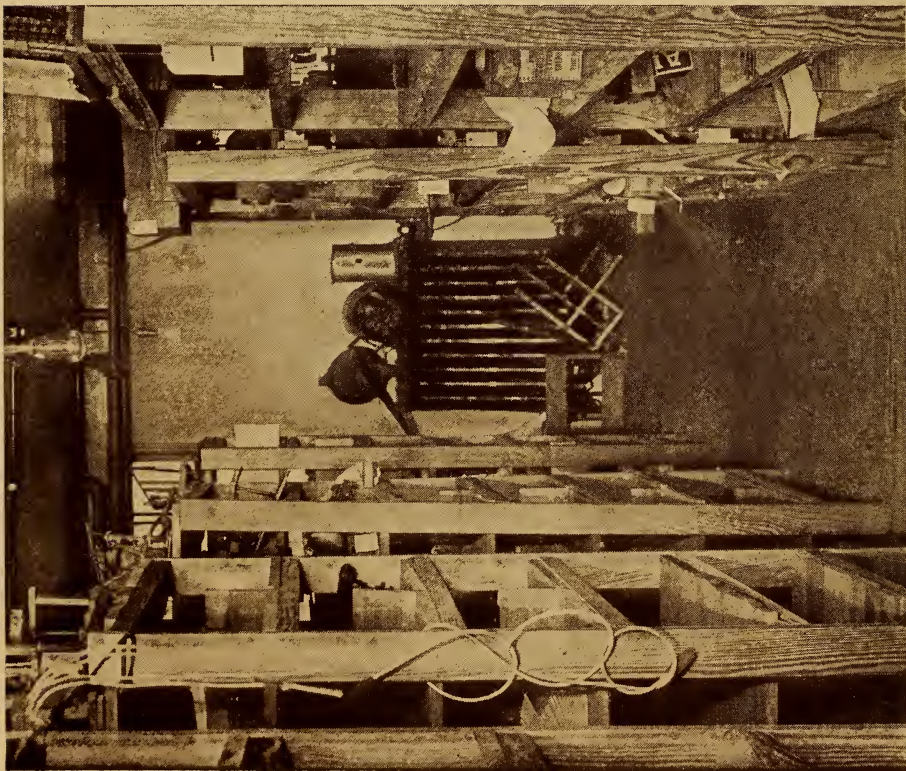
Mr. Talbert has personally served, as patent counsel, a number of the large manufacturing and industrial concerns, rendering them opinions as to validity and infringement, and conducting litigation in the Federal Courts throughout the country; his success in this line of work has been very gratifying.



PRIVATE OFFICE OF MR. E. HUME TALBERT



VIEW OF ONE END OF OUR BUSINESS DEPARTMENT



A CORNER OF OUR MODEL ROOM



ONE OF OUR PRIVATE OFFICES



VIEWS OF OUR OFFICES



VIEWS OF OUR OFFICES

HOW TO PROTECT YOUR INVENTION

You send us a sketch, photograph, or model of your invention, together with a description of it.

We will report to you whether or not in our opinion, the same contains patentable subject matter, for which service we will make **no charge**.

You send us \$15 on account.

We will, in a simple case, prepare the specifications and claims and send them to you for approval and signature.

You return to us the executed papers, together with the balance of the fees due (Government Final Fee excepted).

We will file the case in the Patent Office and prosecute it to a definite issue.

MINIMUM CHARGE

| | |
|-----------------------------------|------|
| Attorney's Fee..... | \$25 |
| Government Filing Fee..... | 15 |
| Official Drawing (one sheet)..... | 5 |
| <hr/> | |
| Total Cost..... | \$45 |

(There is also the Final Government Fee of \$20, which is payable any time within six months after the Patent Office allows the application.)

TALBERT & TALBERT

Successors to Talbert & Parker

Patent Lawyers

TALBERT BUILDING WASHINGTON, D. C.
711 Eighth Street, N. W.

Confidence

EVERY great success in every line is based upon confidence. No concern can long exist which has not won and, through rendering satisfactory service, held the confidence of those doing business with it.

No patent attorney can hope to reach the pinnacle of success until he has first gained the confidence of his clients by faithfully serving and guarding their interests as though they were his very own.

No inventor can hope to secure the best results in any patent case unless he has confidence in his invention and the utmost confidence in the attorney whom he selects to fight his battles and win his case.

We are proud to say that the steady and substantial growth of our practice is in a large measure due to the confidence reposed in us by those inventors who, having once entrusted their cases to us, are still doing so and are advising others to do likewise.

If you lack confidence in your present attorney you cannot expect to succeed with the invention he is handling for you.

Our Motto: To serve you well and to the best of our ability is our aim, to the end that we may earn the reward we seek—Your Confidence.

TALBERT & TALBERT

Successors to TALBERT & PARKER

Patent Lawyers

Talbert Building

Washington, D. C.

INTRODUCTION

A PERSONAL TALK TO INVENTORS

BY E. HUME TALBERT

INVENTION is the axis around which the business, progress and civilization of the world revolves.

It is the purpose of this book to convey to inventors and to the public at large a valuable collection of facts and information on the subject of invention, to the end that interest in invention may be further stimulated, and its inestimable value to the world at large more fully realized.

Incidentally, we aim to acquaint inventors and patentees with the great work we are doing and the valuable service we are in position to render them in the proper handling of their patent causes, both before the U. S. Patent Office and the courts.

Selecting an Attorney

Unfortunately, few inventors have awakened, until too late, to a true realization of the value of a strong patent and the importance of placing all patent matters in the hands of an attorney who is thoroughly competent to handle all of the technical and professional details in connection therewith.

The inventor's need of an experienced patent lawyer is emphasized by the following statement of the Supreme Court of the United States in the case of *Topliff vs. Topliff*:

"The specification and claims of a patent, particularly if the invention be at all complicated, constitute one of the most difficult legal instruments to draw with accuracy, and in view of the fact that valuable inventions are often placed in the hands of inexperienced persons to prepare such specifications and claims, it is no matter of surprise that the latter frequently fail to describe with requisite certainty the exact invention of the patentee, and err either in claiming that which the patentee has not in fact invented or in omitting some element which was a valuable or essential part of his actual invention."

This comment from the highest tribunal in the United States should preclude inventors from placing or entrusting their business in the hands of inexperienced attorneys. The inventor should make **ability**, not price, his first consideration in the selection of an attorney.

To be a thoroughly efficient patent lawyer requires more than

hard study and years of experience; it requires a natural bent towards mechanics and the industrial arts, and an ability to picture in one's mind constructions which are suggested by the disclosure of inventors. Persons are born for patent work the same as they are for music and art. A patent attorney should be able to readily grasp the invention from the client's description, sketch or model, and understand not only its construction and principle of operation, but the function of each part; and a competent patent attorney will in most cases discover advantages and possibilities in the invention which never occurred to the inventor himself. By being able to see all of the possibilities of an invention the competent patent attorney is enabled to prepare the case so as to secure for his client the broadest protection to which he is entitled.

We believe that we, with our corps of efficient technical assistants (including specification writers, draftsmen, designers and searchers) are qualified, through our experience and practical and theoretic knowledge of the industrial arts, to render our clients competent service in all matters relating to patents, trade marks and designs.

Our Location

Our offices occupy the entire building (five floors) known as the TALBERT BUILDING, No. 711 Eighth Street N. W., which is three or four doors from one of the main entrances of the Patent Office. Our close proximity to the Patent Office enables us, without loss of time, to interview the officials and examiners whenever, in our opinion, our clients' interests will be best served by such a course. All correspondence with the Patent Office is delivered by our employes, thus saving much time which would otherwise be consumed by transmitting it in the regular way by mail.

It is a distinct advantage to an inventor to employ an attorney located in Washington, as the Patent Office has no branches. All patent business must be conducted in Washington either personally or by correspondence. As it is difficult, and oftentimes impossible to make clear, through correspondence, obscure points which are constantly arising in connection with patent matters, the attorney located out of Washington finds it necessary to engage a Washington associate to represent him before the Patent Office, and the associate is called upon to interview examiners on cases with which he is wholly unfamiliar and is, therefore, unable to present them in the strongest possible light, to the great disadvantage of the inventor.

From our experience we know that many times an oral argument presented by an attorney thoroughly familiar with the case not only results in a prompt allowance of an application, but broader claims are frequently secured.

Some attorneys located out of Washington personally come to Washington to present matters to the Patent Office. Such visits, however, are infrequent, and the client either directly or indirectly pays for the attorney's trip.

To get prompt, satisfactory service in connection with business before the Patent Office, we advise employing a competent Washington patent attorney.

Our Recommendation

Throughout this book we have reproduced with just pride a few of the many letters received by us from **actual clients** of our firm who have entrusted their patent causes and their money to us and whose letters clearly indicate the high opinion they have of us and of the service we have rendered them.

Should you so desire we will gladly send you the name and address of one or more of our clients, in or near your locality, with whom you may confer direct as to our ability and reliability.

We also suggest that you inquire of your Senator or Representative in Congress as to our firm.

Our reputation and the good will of our clients are the most valuable assets we have, so we make every endeavor to render prompt and efficient service.

In soliciting any patent business you may have at this or any future date, we do so with the assurance that your interests will be our interests, and our one desire will be to add you to our long list of satisfied clients.

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PATENT PROFITS AND POSSIBILITIES

How to Gain Profit by Invention

NOT everyone has inventive genius, but a multitude of persons who have do not give it exercise. Others mentally work out valuable devices and lack the energy and foresight to patent them. Many patented inventions have proven worth thousands of dollars for every minute of time consumed in their creation.

To profit by invention one must not only create the invention, but protect it by a patent.

The way to invent is to study how an existing device can be made to better answer its purpose; or to conceive a new purpose and devise a mechanical means for carrying it out. The field for invention is without bounds or limits. There are more opportunities for originating new and patentable, and profitable, devices today than there have ever been before because it is an immutable physical law that every new condition works a change in other conditions requiring expedients for adapting and harmonizing one condition with another. The invention of the railway, for example, effected a revolution in social and industrial life throughout the world, and hundreds of thousands of other inventions, extending into every conceivable art, were a natural consequence. The same is also true of the automobile, this invention now constituting the basis of one of the world's greatest industries.

Easy to Invent Something

Anyone of average intelligence can determine for himself **what to invent**. He needs but to study objects entering into daily use about him. Reference to our list of "What to Invent" at the end of this book, will also be of valuable assistance. There is room for improvement in everything, and these improvements, if patented, and if useful and valuable, are bound to yield large money reward under good management. All patentable inventions are regarded by the Patent Office as improvements, for the reason that the very spirit of invention is to improve upon existing conditions. No doubt every reader of these lines has exclaimed, "Why didn't I think of it!" on seeing some simple, money-making article. Hundreds of such articles are patented annually. The inventors who "keep their eyes open," and not only think but ACT, are justly the ones enriched. Ability to invent is the greatest natural endowment

bestowed by a kind Providence. He who fails to exercise the faculty gets no reward, and, as a rule, such go through life without finding reward in anything.

The most wonderful feature of invention is that a mere suggestion, or a mental hint, of some new thing, will soon assume perfection under careful thought, and this "thinking out" process is the thing needed to attain success.

The inventor who does not **act** after he has "thought out" his invention, has made a failure from the standpoint of profit.

The first thing you should do after you have conceived an improvement is to write us, explaining your idea fully. If our report is favorable **file an application at once**. The chance to obtain a patent on a meritorious invention is a **business chance of rare value**, but, like any other good business chance, must be promptly taken advantage of to realize that value.

After your patent is obtained, the question as to the best way to obtain profit from it arises. If you are a manufacturer, or if you have had experience in the organization of capital for the promotion of business enterprises, you do not need advice. If you should wish to sell your patent outright, or by territorial allotment, the following important suggestions should be observed:

Selling an Invention

The majority of inventors prefer to sell their patents for a lump sum. To effect the sale the inventor himself may well take the matter in hand or enlist the advice and executive ability of someone personally well known to him, or a person or firm with whom he has had dealings, and whose reputation for reliability is widely known. The prospective purchaser must have the merits of the invention called to his attention, and, next to a personal talk with him, we regard properly conceived correspondence as the best means. The correspondence ought to be strictly business in tenor and not burdened with immaterial matter. The patent, if procured through us, will clearly set forth the invention in all its details of structure and function. Mail a copy thereof to each person or firm addressed, and enclose a stamped envelope for reply. In our judgment it is not well to set a price, but solicit offers and accept the best, if it is reasonable. Under the section "Our Service to the Inventor" we outline and explain fully how we serve our clients in assisting them as much as possible to sell their patents.

It is bad policy to offer a patent for sale before issue thereof.

If patent has been issued, the prospective purchaser is assured that the invention is new and that you can give him a bonafide title. It amounts to the difference between offering that in which you have acquired title, and that in which your title is only prospective.

Strong Patents on Practical Inventions Always Salable

“Necessity is the mother of Invention” and it is the constant need of and demand for inventions and improvements, which causes invention to be recognized as one of the most profitable lines of endeavor today, and which enables us to state without fear of contradiction, that Strong Patents on Practical Inventions are Always Salable.

A man obtained a patent for a slight improvement in straw cutters, took a model of his invention through the Western States, and after a tour of eight months returned with \$40,000 in cash, or its equivalent.

Another invention, in about fifteen months, made sales that brought him \$60,000, his invention being a machine to thresh and clean grain. A third obtained a patent for a printing ink, and refused \$50,000, and, finally, sold it for about \$60,000.

These are ordinary cases of minor inventions embracing no very considerable inventive powers, and of which hundreds go out from the Patent Office every year. Experience shows that frequently the most profitable patents are those which apparently contain very little real invention, and are to a superficial observer of little value.

Instances are numerous wherein the inventor has made several millions of dollars from his invention. The air brake, the sewing machine, the telephone and telegraph, all involve broad principles, and the original patents, as well as patents for improvements, represent an aggregate value so vast as to be almost incalculable. The very simplest patented ideas, if novel, useful, or entertaining, are quick and bountiful in cash returns. Dr. Higgins received over \$100,000 in cash royalties alone from his United States and foreign patents for the little thimble you grasp in putting your umbrella up or down; the rubber tip for lead pencils was equally valuable. The common lace for women's gloves was invented by a woman and has yielded her a vast sum. The metal heel plate, and the toe tip of metal, for shoes, were each worth over a million.

In some of the following pages we refer to dozens of instances where practical inventions protected by strong patents have produced enormous returns and there are thousands of other instances of which the general public has no intimate knowledge.

In profitably disposing of patents much depends upon the inventor, who must see that his invention and the patent thereon are brought to the attention of manufacturers and others most likely to be interested in the purchase thereof.

In this connection we are in position to lend valuable help and assistance to our clients by putting them in touch with manufacturers and others in their respective lines.

This feature of our service is fully explained in the section devoted to "Our Service to the Inventor."

Simplicity Not a Bar to Success

Simplicity in an invention, provided it is combined with novelty and utility, is more likely to prove an aid rather than a bar to success.

While it is perhaps true that the largest fortunes have been made on more or less complicated and intricate inventions, it is equally true that the fortunes made on simpler inventions such as the paper clip, fountain pen, metal bottle cap, etc., have been larger in proportion to the amount of energy, time, and money expended in their perfection and promotion.

It is frequently much easier to interest capital in, or otherwise dispose of a more simple invention the advantages of which are immediately apparent and which can be manufactured and marketed at comparatively little expense.

Growth of Civilization Demands New Inventions

The rapid growth of civilization in this country has been due largely to invention.

It is equally true that the rapid strides made in all lines of invention are largely due to the growth of civilization and the demand which is thus naturally created for new inventions which will facilitate its still further growth.

Think for a moment what important parts, in the civilization of the entire world, are played by the incandescent electric light, the telephone, telegraph, phonograph, moving picture, automobile, electric car, and other inventions which only a comparatively few years ago were scarcely known of.

Besides the great demand for absolutely new and unheard-of inventions, the demand for improvements on inventions already patented and in every day use is enormous.

In this connection our list of What To Invent will be of value to many inventors who desire information regarding those lines in which *improvements* are most needed.

Inventions Often Best Investments

It is an established fact that many of the largest fortunes are directly attributable to wise investment at the proper time in some meritorious patented invention.

Those who invested in the early stages, in the Ford Automobile, the Bell Telephone, the Victor Talking Machine, the Mergenthaler Linotype, the Lanston Monotype, and other inventions too numerous to mention, have seen their original investments double and triple time and time again.

The man who refuses to invest in a meritorious invention has only himself to blame if someone else reaps the fortune which might have been his.

The inventor who has confidence in and who thoroughly understands his invention, but who lacks the funds necessary to apply for patent, should experience no great amount of difficulty in persuading some friend or business acquaintance to advance the small amount required. In fact, in doing so he may be conferring a favor which may result in substantial profits, or even great wealth to the investor.

Successful patented inventions have made many millionaires and will continue to do so.

If you have faith in your invention you should lose no time in applying for a patent and should feel no hesitancy in seeking financial assistance, if necessary, from anyone whom you can thoroughly trust not to disclose to others or convert to his own use your ideas.

You should consult us fully in regard to your invention and let us advise you without delay.

Prizes Offered for Inventions

It frequently happens that a concern, individual, or a city, State, or National Government will offer valuable prizes for inventions in certain lines.

We endeavor to keep informed as to such prize offers and the conditions and requirements thereof and to advise our clients accordingly, it being our aim to assist and in every possible way co-operate with our clients to their best possible advantage.

You Should Study Our List of What to Invent

If you have not already decided in what direction to apply your inventive ability we advise that you study carefully our list of "What To Invent," which will be found complete in one section in the rear of this book.

This may suggest to you some line of invention which you are particularly well adapted to follow and which may produce the most satisfactory results for you.

In publishing our list of what to invent, we do not wish to convey the impression that no patents have as yet been granted for inventions such as are mentioned or described in that list, nor do we wish to give the impression that inventions are wanted in only those lines covered by our list, as there is room for constant improvement in every line.

We aim rather to point out that further improvements in these lines of invention are desired so that inventors who are familiar with such devices as now used may invent valuable changes and improvements thereover.

Will It Pay to Secure a Patent?

Whether or not it pays to secure a patent depends upon a number of things—the value of and demand for the invention, the “push” and perseverance of the inventor in disposing of his patent to a reliable manufacturer (in this connection we can be of great help to our clients)—and the selection of a reliable patent attorney to handle your case and see that your rights and claims are guarded and protected to the fullest extent.

The extent of profit frequently depends as much upon the business capacity of the inventor, his agent or attorney, as upon the intrinsic merit of his invention. There is no other investment that offers such large returns, compared to the money invested, as does a protective patent for a practical and useful device.

Manufacturers are always in the market to secure protected substantial improvements on machinery and processes, which will enable them to produce their wares more cheaply, or of better quality, as they thereby secure a monopoly on a cheaper, superior, or improved article in competing for business.

We can safely and honestly say that in our opinion any strong, protective patent secured on a new or improved invention that is in actual demand, or likely to be in demand, should pay, though it is naturally impossible, if not against the ethics of the profession, for a patent attorney to predict in advance whether or not any particular invention will pay if patented.

The amount which a financially successful patent pays is generally large enough to counteract the cost of any possible failures and leave a handsome profit besides.

How Much Is My Invention Worth?

The question is frequently asked us and is invariably answered by our saying, "We do not know." And no one else knows. A patent for an invention gives the owner the exclusive right to make, use and sell the invention. If you are manufacturing the invention, it might be worth \$100,000.00 to you to keep others from making, using and selling the device. If some one is infringing your patent, it might be worth more than that to you.

In a recent case over \$1,000,000.00 was paid by an infringer of a patent to the owner of that patent. The Selden Automobile patent was considered infringed by nearly every automobile propelled by a gasoline engine. When Selden invented his crude automobile back in the 70's who could foresee the millions that would be made out of it? When Mr. Bell invented the telephone, it was only considered a scientific toy. A simple railway car construction patent was considered valueless until a large corporation discovered that it was infringing the patent. The value of the patent jumped almost over night to \$50,000.00. as the corporation was willing to pay that for it.

If you submitted a patent to one manufacturer, he might tell you it was absolutely worthless, while his competitor might see how he could make a fortune out of it.

Had Gillete said, when he first invented his safety razor, that in a very few years his razors would be used in every country on the globe, people would have considered him a dreamer or insane.

Strong patents for meritorious inventions are valuable, if properly handled. By a strong patent, we do not mean that it must necessarily be a basic patent or one containing very broad claims, as we know of patents which have very limited claims which are, however, very valuable, as it is necessary to infringe those limited claims in order to produce a practical device.

The above remarks resolve themselves into two perfectly natural conclusions: First, that the value of a patent depends upon what others are willing to pay for it, and second, that in order to secure all the protection to which you are entitled, you should have your application prepared and prosecuted by attorneys who, through long experience and constant study, are capable of prosecuting your case in its most favorable light—attorneys who appreciate the advantages which your invention has over other devices of the same general character.

Fortunes Which Inventions Have Produced

No other nation can boast of the genius that adorns the pages of American inventive history and to which this country owes, more than to any other element, its rank as a manufacturing and commercial nation. Many of the men who endowed this country with their genius were mechanics and other persons obliged to work for day's wages, and in not a few instances the ideas evolved from their brains resulted in the reward of enormous fortunes.

Robert Bruce, inventor of type-casting machines, was born in New York. Previous to his invention the casting of type was a hand process, by which fifteen pieces per minute could be produced. After several trials he devised an improved machine which produced one hundred and forty pieces per minute. This machine is now in use by all of the founders, the sale of patents having brought the inventor a handsome fortune.

L. C. Crowell, who invented valuable improvements in printing machinery, was at one time a wage-earner. Had it not been for his paper folding machinery the present enormous editions of bulky newspapers might not have been possible.

George D. Burton sold an interest in his process of electrically welding metals under water for the sum of \$100,000. He, too, started out as a mechanic.

Another who has become rich from Patent Royalties is Alex. P. Morrow, a former mechanic who invented the coaster brake for bicycles which now bears his name.

George M. Pullman, inventor and manufacturer of sleeping cars, was born in Brockton, N. Y., in 1831. He had a common-school education and worked in a country store. The first sleeping car, The Pioneer, was built in 1864. The Pullman Palace Car Company was organized in 1867. A few years later Mr. Pullman founded the town of Pullman, at a cost of \$8,000,000, as a center for his manufacturing interests. He was worth in the neighborhood of \$40,000,000, employing 15,000 people, and had a yearly pay roll of \$7,500,000.

Jenne and C. L. Sholes are largely responsible for the development of the modern writing machines. Sholes, though originally a mechanic, died rich.

Mergenthaler, who at one time was an expert mechanic, received millions from the Linotype Typesetting Machine which he invented and which is now used all over the world. It still produces enormous profits annually.

F. A. Flannigan had a little jewelry shop in Washington, but at length he developed a method of cleaning oil wells by

dropping an electric stove down into them. Formerly when wells became choked with paraffin they were cleaned by exploding nitro-glycerin cartridges, a costly method and risky. The electric-stove process is cheap and can do no damage. It made the inventor a very rich man.

The career of Fulton, in connection with steam navigation, is well known. It is scarcely necessary to speak of Benjamin Franklin, who first unraveled some of the mysteries of electricity; of Elias Howe, who invented the sewing machine; of Cyrus H. McCormick, inventor of the harvesting machine; of Charles Goodyear, discoverer of the rubber combination; or Samuel F. B. Morse, who invented the telegraph. The names of Eli Whitney, inventor of the cotton gin; Thomas Blanchard, who patented the tack machine, and John Ericsson, who designed the screw propeller for vessels and invented the iron-clad monitor, are familiar to all.

While many of the foregoing inventors produced machines of a more or less complicated nature, it must be borne in mind that money can be made more easily out of simple patented inventions. Great discoveries, like the typewriter, typesetting machine, air brake, etc., take so many years, and cost so much to perfect, that the incomes from same are small compared with the incomes from the aggregate field of simpler devices.

The idea of tapering a candle at the end to make it stick firmly in its socket was patented by the inventor, who later founded the largest candle factory in the world. This is a good illustration of what a simple idea may be worth, if properly protected. The gradual development of the umbrella has produced enormous wealth for more than one inventor. Samuel Fox alone, who first conceived the idea of grooving the ribs of an umbrella, and who designed the "Patent Paragon Frame," left a princely estate of \$895,000.

An invention is almost sure to be profitable if it is simple and useful.

The Frenchman who invented the ball and socket fastener for gloves became rich as a result. The double ball clasp for pocket books and bags is another wonderfully successful, yet simple, invention. The man who conceived the idea of putting small pieces of cork on the nose pieces of eyeglasses now receives a royalty on every pair sold on which his improvement is used. One of the most profitable small inventions is the crimped tin cap for beer bottles—it is cheaper than cork and universally used. The patents covering the machinery for attaching the cap are also big money producers. The idea of making a lemon squeezer of glass was worth just \$50,000, as the action of the

lemon juice on the metal formerly used created a poison. A Washington, D. C., baker by the name of Corby is reported to be making \$100 per day in royalties from patents on bread-making machinery which he invented for use in his own business. The inventor of the tin can which can be opened by striking the top a smart blow secured an initial order for 500,000 from Armour, the packer, and is today independently wealthy. Two hundred thousand dollars is the amount said to have been earned by the automatic inkstand. The idea of applying shoe buttons with a metal fastener has been worth a big fortune. The wooden shoe peg produced \$500,000. The inverted glass bell placed over gas jets to protect ceilings was another gold producer. Barbed wire fences have earned great sums—likewise an ice-shaving device. Millions have been made by the proprietors of the “hump” on a hook to hold it fast in the eye. Dennison made a fortune on his idea of reinforcing the tying hole of a shipping tag with a small circle of pasteboard. Big money has been made on the little brass paper clip, patented a few years ago. Simple devices having to do with women’s wearing apparel have been among the most profitable patents. For instance, the rubber dress shield and the idea of using feather quills in place of the old-time whalebone in corsets. The suspender garter for women was sold outright for \$50,000.

Thirty thousand dollars was produced by an improvement in straw cutters. For several years a spring for lamp chimneys yielded over \$50,000 annually. An invention in printing inks sold for \$60,000. In fifteen months a grain cleaning machine produced \$60,000 in net profit. Spaulding is said to have received \$100,000 for his sawtooth. The cylinder savings bank so widely used paid its inventor \$2,000 a day for several months. A Washington woman is reported as receiving \$600 a month from her improved baby bib. The sad-iron, invented by Mrs. Potts, netted over \$500,000.

Col. Green’s drive well paid him nearly \$300,000 in royalties.

One hundred thousand dollars is the annual yield of the spring window shade.

The sewing machine needle, invented by Elias Howe, netted over \$50,000 a year.

Among the larger inventions, \$900,000 was produced by the binder horseshoe machinery; Wright Brothers sold their U. S. aeroplane patents for \$1,000,000. Masuary’s tin can produced \$100,000; the three big phonograph companies put out over \$12,000,000 worth of records a year; eighty-five thousand dollars was earned on Waterman’s crinoline wire; over \$240,000

on Sturtevant's shoe peg veneer; and Miller's car coupling and other patents have made small fortunes.

The man who invented a plan for writing signatures, dates, footnotes, etc., on films when the picture is taken, through a small slot in the camera, sold his idea to the Eastman Company for \$300,000. It will probably net them millions.

The harvesting machine, invented by Cyrus McCormick, paid him over a million. Goodyear's rubber vulcanizing process made a large fortune in royalties. Forty dollars which Isaac Singer borrowed to help protect his first sewing machine resulted in a huge business—one factory alone is said to turn out over 10,000 machines a week. One year his net income exceeded \$3,000,000. He died leaving an estate of \$13,000,000.

Thirty million dollars in profits was made by the Westinghouse air brake and \$36,000,000 in dividends has been paid by the Bell Telephone. It is claimed there are nearly 200 patents paying more than \$1,000,000 each annually and nearly 1,000 more paying half that sum each year. There are thousands paying more than \$100,000 annually. According to an estimate by the Commissioner of Patents, it appears that from three-fourths to seven-eighths of the total manufacturing capital of the country of over \$6,000,000,000 is based upon patents. The annual incomes of American patentees is greater than the value of the products of all the gold, silver, and diamond mines in the world.

The Dunlap Pneumatic Tire Company started on a capital of \$112,500. In two years it was sold for \$15,000,000 cash. It was later sold to another company for \$25,000,000. This is an illustration of the immense fortunes in well-handled patents.

The development of the locomotive, steam boat, and trolley car has made many millionaires, and improvements in these and other devices are constantly in demand.

A permanent demand exists for practical safety appliances of all kinds which will lessen the tremendous loss of life through accident or carelessness. Many of the safety devices now in use on elevators, trains, trolleys, steamers, and elsewhere are big money makers.

Enormous sums are made annually in modern improved farm implements and machinery of various kinds. The International Harvester Company, which controls many of the most important patents in this line, has made millions of dollars therefrom.

The inventor of the cream separator probably never dreamed of the large fortunes that would be made on his original idea

and improvements thereon. Today the manufacture of cream separators is a profitable and flourishing industry.

Many of the popular toys and games so widely advertised are big money makers. "Meccano," a popular toy consisting of separate parts out of which all sorts of structures may be built, is claimed to have made \$1,000,000 for its inventor, Frank Hornby.

The Aeolian Company, which controls many patents on piano-playing devices, is one of the wealthiest musical concerns in the world.

Others Who Have Made Profits on Their Patents

The following paragraphs tell of other inventors who have made money out of their inventions. These are not cases where millions have been made, but are a few of many cases of which we have a personal knowledge, in which good incomes and small fortunes have been realized out of patents.

One inventor, a plumber, who a few years ago was working for \$3.00 a day, and whose patent work was handled by one of the members of our firm, now has a business built up solely on his invention which nets over \$40,000.00 a year.

Another inventor, whose patent business we handled, on the strength of his patents, secured the necessary credit to equip a factory to manufacture his device, and in three years he retired from the business with a handsome profit. He then established another business, manufacturing a different article under the same patent, and in a year he sold out with another good profit. He then started a third business, based on another patent, and for a while was unable to supply the demand for his goods.

Another inventor secured a patent on a simple device. When it appeared in the Official Gazette it was seen by a large manufacturer of goods of the same class. The manufacturer immediately sent his attorney to the inventor, and a sale was consummated which netted the inventor considerable money.

Another inventor, who worked in the shops of a railroad company, had organized a company to manufacture an article for which he had obtained a patent. Before the company had started to market the article the inventor secured a patent for an entirely different device which he turned over to the company. Within a very few days after the drawings and claims of the second device appeared in the Official Gazette a representative of one of the largest manufacturers of electrical goods called on the secretary of the company, and offered to

manufacture the device on a royalty basis, with guaranteed royalties of \$10,000.00 a year for five years, or to purchase the patent for \$40,000.00. The latter offer was accepted.

Another inventor, who was a driver of a milk wagon, secured a patent for an invention which one of the largest companies engaged in the building of railroad cars later discovered it was infringing. The company immediately sent a representative to the inventor, with authority to pay as much as \$50,000.00 for the patent. The sale was made. This same inventor had another invention which was being manufactured on a royalty basis by a large steel company.

Another inventor, who worked in a bakery, secured a patent on an improvement in ovens, which produced for him a good income for seventeen years, and a position which paid him a large salary.

Another inventor who made an improvement in lamp burners for which he obtained a patent, granted a license to a manufacturer on a basis of two cents royalty per dozen. Thousands were manufactured for the foreign trade alone. The inventor's widow (the inventor having died a short time after the license was granted) was amply provided for by the royalties paid her each year.

A low-salaried clerk made an improvement on a well-known form of desk blotter, which was marketed under a license agreement. In a short time he had the satisfaction of knowing that some of the largest corporations in this country were replacing the old style blotters for his. His income from royalties has been steadily growing.

An inventor devised a means for quickly coupling two sections of hose. A large manufacturer of brass goods was very glad to secure the exclusive right to make and sell them. The first year they were on the market thousands of sets were sold, the royalties on which amounted to a large sum.

A small toy produced large profits for another inventor. During the first season it was marketed the demand was greater than the supply.

Another inventor received \$40,000.00 for the Canadian rights to a vending machine. He received a much larger sum for his United States and European patents. The same inventor invented an air compressor, which he disposed of to a large company which has more orders for the machines than it can fill.

The patents covering the President Suspender have netted \$500,000.00 in royalties. The idea, though simple, appealed to men, and millions of these suspenders have been sold, to the inventor's profit.

A young boy in Canton, Ohio, when less than fourteen years old invented a pneumatic automobile jack. At the age of fourteen he invented a non-leakable piston ring, which proved so successful that a company was formed. One order they received was for \$1,080,000.00 worth of these rings.

Another inventor wanted something to amuse his children. He invented a toy and has made over \$1,000,000.00 on the patent. Thousands of these toys are sold every year.

A middle aged engineer working at day's wages invented and patented an automobile. In twelve years' time the company making his automobile, and of which he is president, accumulated assets of \$60,000,000.00 of which \$27,000,000.00 was in the banks in cash at one time. An invention protected by a patent did it all.

A young bank clerk was discharged for drawing pictures of automobiles during working hours. Six months later he invented an automobile part which made him a fortune. He is now the president of one of the largest automobile companies in America.

An uneducated barber in England found time between shaves to discover the needs of the weaving trade and invented the spinning jenny, which yielded a fortune, and has formed the basis of one of the most necessary industries in the world.

A young German started life as a bookkeeper in a small Washington dry goods store. During the evenings he puzzled out the transmitter, upon which the development of the telephone is largely based. He is now a wealthy man and has donated thousands of dollars to worthy charities.

A young girl invented something new in paper dolls when she was seventeen years old. After her idea was patented she made a deal which paid her \$1,000.00 a year until she reached the age of twenty-one, after which she received \$3,500.00 a year for the remaining life of the patent.

The inventor of the air brake was born on a farm in the year 1846. His inventions and patents made him one of the richest men in America. He took out over 400 patents and controlled thirty big corporations with combined capital of \$200,000,000.00.

A doctor discovered a substitute for gasoline and sold the idea to a large corporation for \$2,000,000.00. He received \$1,000,000.00 in cash and 100,000 shares of stock in the corporation worth \$10.50 per share.

A nineteen-year-old boy invented a device which will drop bombs accurately from an aeroplane. He secured a patent and brought the invention to the attention of the government

officials. A test was made and the patent purchased by the government for an attractive sum.

A far-sighted inventor took out patents on an invention embodying a gas engine using a clutch and transmission to drive the wheels of a vehicle. Over eighty manufacturers paid a total of \$2,000,000.00 in royalties under these patents.

Another young man put a gas engine on a bicycle and patented the idea. The modern motorcycle is the outcome of his idea. Royalties have been pouring in to him in a golden stream, and he was also given a high-salaried position with one of the biggest manufacturers in the business.

An automobile racer invented the bumper, which can be seen on thousands of automobiles. Today he sits at a desk and is paid over \$50,000.00 a year for his idea.

A Michigan inventor patented an improvement in spark plugs. It was a big success. The inventor died, but his partner is still reaping financial benefit from the invention. It has yielded over a million dollars.

A printer did some tinkering with automobiles in his spare time. He invented a demountable rim, secured a patent and a company was formed. The first payment they received was a check for \$3,000,000.00. His invention is extremely simple, being little more than a wedge and screw in combination, but it made him rich.

How the War Has Increased the Demand for Inventions

One of the many problems to be solved in connection with America's entry in the world war is that of finding new inventions which will play as big a part in bringing the war to a victorious close as will the huge armies now at the front.

From the time the war started in 1914 there has been an ever-increasing demand for new inventions, and now that America has joined hands with the Allies this demand has further increased to enormous proportions.

People do not realize the extent to which new inventions are needed in practically every line of manufacture, from toys to steel girders, from foodstuffs to battleships. There is scarcely a line of invention in which improvements are not in greater demand today than ever before in the entire history of the world. At this writing we have a case in our office covering an invention of which over 30,000,000 have been sold since the war started.

Surely this is an inventive age—an age when every man or woman endowed with inventive ability, or genius, should strive

his utmost to invent something of practical use in the home, on the farm, on the high seas or the battlefield which will result in a saving of time, money, property and life at this most critical time. Practical inventions will meet with ready adoption, and, needless to say, many inventors will be richly rewarded for their efforts.

Every American Inventor Should Do His Share

There is a place for everyone in the scheme of things, which includes the participation of the United States in the world war, and every true American citizen should seek his place, and no other.

Invention, which is the one great mainspring of all industry, must go on, or the men at the front and those at home will not have the sustenance which brings efficiency and victory.

Invention has played a monster part in every great war, but in no previous conflict has the need of new inventions been as pressing as in the present one.

President Wilson has urgently appealed to every American citizen to do his share, to find his place, and to fill it well. Surely much can be accomplished if the large army of American inventors will respond to their President's call, and come to the assistance of our manufacturers, and those in whose hands rest the defense and protection of our nation. He who shirks his job now, be it producing gum shoes, or inventing and patenting some new and useful device for the benefit of his fellow-men, is as much a slacker as the man with every qualification and no dependents who refuses to enlist. Inventions of every character are needed for use by the fighting forces, as well as the millions who will remain at home, and our country's victory is largely dependent upon the immediate activity of her many able inventors.

Demand Not Limited to War Inventions

It must not be thought that this tremendous demand for new inventions is confined alone to those of a warlike character, for while improvements in all lines of military and naval equipment are naturally in great demand, there is a pressing need for inventions which will make it possible to manufacture and handle larger quantities of goods at less expense and in less time.

Even toys, games and amusement devices are in demand especially here in America, for we have always looked to Europe for such things. In brief, America is now face to face with the

problem of furnishing all those things heretofore secured from abroad, and of furnishing the foreign countries with what they themselves are unable to produce.

She has the resources, but invention alone will enable her captains of industry and finance to develop those resources with the limited amount of labor available.

Not only fame, but financial reward of a decidedly substantial nature, is at all times lying in store for the inventors of new and valuable devices, and it is not at all uncommon for a patented invention which has been properly promoted to produce hundreds of thousands of dollars for the inventor or patentee. The amount of capital now invested in this country in the manufacture of inventions runs well into the billions, and additional capital is always to be found for the promotion of valuable inventions protected by strong United States patents.

Kinds of Inventions for Which the Present War Has Created Enormous Demand

The following gives a general idea of some of the lines of manufacture and industry in which new inventions and improvements are especially needed at this time:

1. Tools of nearly every character.
2. Machinery for the manufacture of practically every article used by man in times of peace, to say nothing of all munitions of war.
3. Automobiles, and especially heavy armored types for use in warfare.
4. Excavating machinery.
5. Explosives.
6. Wire-cutting devices.
7. Air craft of every description.
8. Armor plate, and processes for hardening and treating metals.
9. Devices to protect ships from submarine torpedoes and other bodies from attack.
10. Improvements in ships and shipbuilding.
11. Scientific instruments, such as telescopes, periscopes, range finders, sound detectors, and others.
12. Medical, surgical, and hospital appliances, and equipment for use in treating and transporting the wounded.
13. Conveyances and means of transportation.
14. Telephonic, telegraphic, wireless, and other apparatus for transmitting messages.
15. Improvements in clothing and soldiers' body equipment.

16. Improved and cheaper means for manufacturing clothing of all kinds.

17. Agricultural implements of all kinds which will tend to increase the productivity of the soil and encourage agricultural pursuits.

18. Shoes and other leather goods, including a practical leather substitute.

19. Rubber goods and a practical substitute for rubber.

20. Food products and machinery for manufacturing and handling them.

21. Canning machinery.

22. Mining machinery.

23. Engines and motors which will produce more power and reduce fuel consumption.

24. Practical substitutes for gasoline and other power-producing fuels now in use.

25. Materials and machinery used in building and construction.

26. Bridge-building machinery.

27. Freight-handling devices and improvements in railway equipment.

28. Paper-making machinery and processes of manufacture.

29. Games, toys, and amusement devices.

30. Devices of every character which will save money and time, and prevent destruction of life and property.

The above general list might well be added to indefinitely, as we can conceive of no line of modern industry in which improvements are not in greater demand today than ever before.

Farm Inventions Needed to Increase Food Supply

Upon America has fallen the important duty of feeding millions of people abroad, in addition to the 100,000,000 here at home. To make this possible, millions of additional acres of land must be tilled and planted and the crops they produce harvested and transported to various parts of the world.

Farm labor is scarce, and to counteract this condition farm inventions are needed in every branch of farm work. Horses will be in great demand for use in the army, and their place on the farm must be further filled by additional farm machinery. Surely this is an age of limitless opportunity for the man or woman who will use his or her brains to supply those things which are made necessary by the war.

The present situation is not one to be set aside for future consideration, but one demanding immediate action on the

part of every American inventor. America and her Allies must win the war—the cause of humanity demands it, and the country's inventors can do much to make a complete and speedy victory possible.

Submitting Inventions to the Government

All inventors who retain us to handle the preparation and prosecution of their applications for patent are at liberty to request us to submit their inventions to those government officials here in the nation's capital who are most likely to be interested in inventions in their respective lines. This we will do without additional charge.

In the case of inventions unsuitable for use by the Government, we will not only advertise them, when patented, at our own expense, in the leading mechanical magazine, which reaches thousands of manufacturers in this and other countries, but we will furnish the inventors with names and addresses of manufacturers and others who have actually written us regarding the purchase of patents.

Inventions Needed after Peace Is Declared

The close of the war will bring no cessation in the demand for new inventions, for at that time the period of reconstruction will begin—the greatest in the history of the world.

Entire cities will have to be rebuilt and modern structures will rise up, to supplant those which formerly covered the same ground.

Bridges, railways, ships, factories, industrial plants, mines and every necessary thing which has been destroyed or damaged during the war will have to be replaced or repaired in record time to permit the wheels of progress and civilization to again revolve smoothly and steadily.

To make this possible, new inventions will be needed which will make up for the vast loss of man power caused by the war—a loss which can be overcome only by invention or by waiting for the present younger generation to develop into manhood.

Now is the time for all inventors to look ahead and devise inventions which will make it possible, when peace finally comes, to quickly restore the homes and industries of the devastated regions.

Your Patriotic Duty to Invent Something Useful

It is safe to assume that any useful invention will prove of greater value to the world in these times than under ordinary conditions—also of greater value to the inventor.

Anyone who invents something useful which will save money, food supplies, labor, life, or which will add to the pleasure of living is actually performing a patriotic duty to his country, himself, and his fellow-men.

If you have inventive ability, now is the time to exercise it—to develop your inventions and to protect them by patents.

Importance of Fully Protecting Your Ideas

Having explained the value which frequently attaches to a practical invention and the present need of new inventions we must impress upon inventors the absolute necessity and vital importance of fully and immediately protecting their inventions by letters patent.

An unprotected invention on which no patent has been issued or for which no application for patent has been filed is like a bird with a broken wing or a ship without a rudder.

It cannot be openly used, manufactured, or promiscuously disclosed without danger of its being stolen by others and a patent secured thereon by some unscrupulous party who has no claim whatsoever to the invention.

The Government maintains its wonderful patent system for the purpose of providing proper protection for inventors and in order to encourage inventors in disclosing and giving to the public as promptly as possible the fruit of their labors and thought.

Neither the Patent Office nor the courts are in sympathy with the inventor who having conceived a new and valuable idea hides it away in some dusty garret or the recesses of his brain and who discloses his invention only after some other and more progressive inventor conceives a similar idea.

“Promptness” should be the watchword of every inventor who values his ideas and hopes to derive benefit therefrom.

We urge every inventor to at once send us a sketch, model, or photograph, with written description of his invention, for our opinion as to the possible patentability thereof.

All data will be dated on reaching our office and carefully filed away until actual work on the case has been completed.

The sending of sketches or models for our opinion and advice places the inventor under no expense or obligation to us, and our confidential records of the disclosure may prove of inestimable value if the inventor should at any time be called upon to prove priority of invention, conception, or disclosure.

You should by all means consult us at once regarding YOUR invention or write us for advice and any special information you may desire.

HOW TO OBTAIN A PATENT

HAVING conceived an invention, you should immediately take steps to protect it. This can only be done by securing a patent.

What is a Patent?

A patent is a grant issued by the Government through the Patent Office in Washington, giving to the patentee, his heirs and assigns, the sole right to make, use and sell the invention covered by the patent, for a period of seventeen years.

Who May Secure a Patent?

A patent may be secured by any person who has invented a patentable invention, unless he is an employee of the United States Patent Office. There is no restriction as to age, sex or citizenship. Many patents have been granted to citizens of foreign countries, to women and to persons under age.

Where two or more persons have used their inventive faculties to produce the invention, the application for patent *must* be made by *all* of them *jointly*, otherwise the patent will be invalid, as the law provides that *all* of the inventors must join in making the application for a patent.

On the other hand, persons who had no part in inventing the device, *must not* sign the application papers as joint inventors, even though they may be financially or otherwise interested in the invention. Their interest should be protected by an assignment prepared in accordance with the laws governing the transfer of patent rights. For their further protection this assignment should be recorded in the United States Patent Offices. (For further information about assignments, see pages 43-46.)

TESTIMONIALS

We thank you for the most masterly manner in which you managed our application for patent. We are cognizant of the fact that you have worked faithfully and earnestly in your efforts to secure this patent, for which we are indeed very grateful to you.

These few words do not properly convey our appreciation of your services.

Miller & Whitener, Detroit, Mich.

I shall be pleased to recommend your firm to anyone desiring a patent. After two years having my Undergarment in two patent agents' hands who failed, you were successful, and am highly pleased in your methods of doing business. You have the privilege of using my name in your testimonial book. Wishing you success in the future,

Aug. Belotti, Amsterdam, N. Y.

What May be Patented?

The patent law provides that any new and useful, art, machine article of manufacture, composition of matter, or design, or any improvement thereof, may be patented.

A new combination of elements or parts, which in themselves are old, is patentable.

An improvement in any known machine or apparatus, which makes it more efficient, is patentable.

An improvement in any known article, which increases its usefulness, is patentable.

A new process or method is patentable unless it is wholly mechanical, that is to say, unless it consists of the successive steps of a machine or other mechanism.

A new compound is patentable, except such as are made in accordance with a physician's prescription.

A new composition of matter is patentable.

A new design is patentable.

What You Must do to Secure a Patent

If you have in mind a new construction of machine, or an improvement on some old machine; or some article which is better or cheaper than those now on the market; or some cheaper or better method of doing something; or some compound or composition which is cheaper or better than those now in use; or a design for wall paper, badge, lamp-shade, automobile or other article or machine, send us a sketch or model and description of it and we will promptly advise you whether or not in our opinion, your invention contains patentable subject matter, for which service we will make no charge. This is the first step towards securing a patent, and should be taken *at once*.

TESTIMONIALS

I received the notice of allowance on the Lamp and thank you ever and ever so much for your good service and promptness, and if ever in the future I can recommend your company, I would be more than pleased to do same.

Geo. Richards, Downsville, Wis.

I have recommended your firm to a number of persons and friends, and will continue to do so, for I think you to be thoroughly reliable, capable, and energetic in your efforts to serve your clients.

Knowing the kind of claims most of the patent attorneys get for their clients, I was surprised when I saw how strong and broad the claims of my case were.

W. S. Hart, Washington, D. C.

We have since assisted Mr. Hart in disposing of his patent to the General Aeronautics Company for \$2,500.00, and a royalty.

Certificate as to Patentable Subject Matter

If our report is favorable we will send you a Certificate as to Patentable Subject Matter, certifying that we have examined the data submitted by you, and in our opinion it contains patentable subject matter.

This certificate will prove of value to you, should you endeavor to secure financial assistance from your friends or business acquaintances.

We aim, however, to so arrange the payment of the fees that our clients will not be obliged to seek financial aid elsewhere.

Evidence of Conception and Disclosure

In addition to our Certificate as to Patentable Subject Matter, we will also send you our Evidence of Conception and Disclosure Certificate, that on a certain date we received from you a sketch (or other data of your invention) and that the same has been marked for identification and filed away. This certificate, when taken in connection with our office records is *evidence of conception* and disclosure of your invention and its importance cannot be overestimated.

In our experience we have frequently seen inventors lose their rights to valuable inventions through their inability to prove the dates of conception and disclosure except by witnesses related to them, or having a financial interest in the invention.

In order that our clients and others who care to receive our assistance along this line, may have some *written evidence* of their having disclosed their inventions to us, we furnish them with our "Evidence of Conception and Disclosure" Certificate. Should it at any time be necessary to prove the dates of conception and disclosure of the invention, we will gladly produce our office records to establish the facts certified to in said certificate.

TESTIMONIALS

I am returning the patents sent for my inspection. I do not feel that my idea has any advantage over the one by D. B. Shinnick. I will drop the matter.

You have gone to quite a good deal of trouble to help me out in this matter, and if I should ever have another invention, or know of anyone else who is looking for a reliable patent attorney, I shall certainly be pleased to give them your name.

Thanking you for what you have done, I am,

Sadie Rarey, Valparaiso, Ind.

To Save Time

You can save considerable time in getting your application on file in the Patent Office if you remit \$20 when you send us the sketch or model of your invention. This amount will be credited on account of the attorney's fee and a special search of the Patent Office records will be made, and if in our opinion your invention is patentable, we will, in a simple case, promptly prepare the petition specification, claims and oath and send them to you for your approval.

Should patents be found which anticipate your invention, copies will be sent to you for your inspection, and upon request we will promptly refund the total amount remitted by you less \$5, the cost of the special search.

The Cost of Applying for a Patent

The cost of applying for a United States patent varies in accordance with both the number of sheets of drawing and the amount of work required in the preparation and prosecution of the case before the United States Patent Office. The *minimum* cost of applying for a United States patent is \$45.00, which amount is charged *only in cases covering inventions of a simple character*.

This amount is itemized as follows:

| | |
|----------------------------|---------|
| Attorney's fee..... | \$25.00 |
| Cost of drawing..... | 5.00 |
| Government filing fee..... | 15.00 |
| | <hr/> |
| | \$45.00 |

A final Government fee of \$20 is payable within six months after the application has been allowed by the Patent Office.

In all cases submitted to us, our charges are invariably as reasonable as the high quality of our work will permit, and it

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We take pleasure in stating that their services have been entirely satisfactory throughout our dealings with them, their technical work being of the highest grade.
They were also prompt in filing our application in the Patent Office, and in the successful prosecution of the same.
Our application for patent was allowed in a reasonable length of time after the filing thereof, and we feel no hesitancy in recommending them as a thoroughly reliable and competent firm of patent attorneys.
Echols & Zindler, Belton, Tex.

must be borne in mind that all cases placed in our hands receive the personal attention of one of the members of our firm.

Another important point is that the attorney's fee which we quote covers our charge for preparing the case and prosecuting it before the primary examiner. We make mention of this fact because many attorneys make an additional charge for each amendment which may be necessary during the prosecution of the case.

Our Terms of Payment

Ordinarily the amount of our charge should be remitted as follows:

Twenty dollars when you instruct us to proceed with your case. The payment of the balance of the fees will be arranged to suit your convenience.

An Application for a Patent

An application for a patent consists of the Petition, the Specification, the Claims, the Oath and the Drawings.

1. The Petition is a formal request, addressed to the Commissioner of Patents, that a patent be granted for the invention shown in the drawings and described in the specification.

2. The Specification is a description of the construction and operation of the invention. In it are set forth the objects of the invention.

3. The Claims specify what the inventor claims as his invention, as distinguished from matter shown and described in his application but for which he is not entitled to patent protection.

4. The Oath is a sworn statement that the applicant is the original inventor of the invention shown and described in the application, etc.

TESTIMONIALS

Gentlemen:

I must say in all sincerity that I have never been better treated by any other patent attorney throughout my experience as an inventor.

One of the principal features of your service is the noticeable promptness with which you file applications in the Patent Office and prosecute the cases of your clients.

The fact that I have placed three cases in your hands, and have recommended you far and wide, shows pretty well what I think of you.

As you know, I have already sold State rights in two of the inventions you are handling for me, and I now have a deal on hand for the other.

Altogether, I am thoroughly pleased with what you have done for me.

Frank H. Houghland, Cincinnati, Ohio.

5. The Drawings illustrate the invention described in the specification.

The first four parts are essential to every application for patent; and the fifth part (the Drawings) is essential if the invention is capable of illustration by drawings.

Each part of the application must be carefully prepared and especially the specification and claims. When no less an authority than the Supreme Court of the United States says that "The specification and claims of a patent . . . constitute one of the most difficult legal instruments to draw with accuracy," it is to be taken for granted that such work should not be intrusted to unskilled or inexperienced persons. Yet in the same the court said that "valuable inventions are often placed in the hands of inexperienced persons to prepare such specifications and claims and it is no matter of surprise that the latter frequently fail to describe with requisite certainty the exact invention of the patentee, and err either in claiming that which the patentee had not in fact invented, or in omitting some element which was a valuable or essential part of his invention."

Owing to the highly technical nature of the specification and claims the inventor can be of little or no assistance to his attorney in preparing these papers. The attorney must have had sufficient training and experience to enable him to grasp the inventor's ideas and draw the specification and claims in a manner to fully protect the invention.

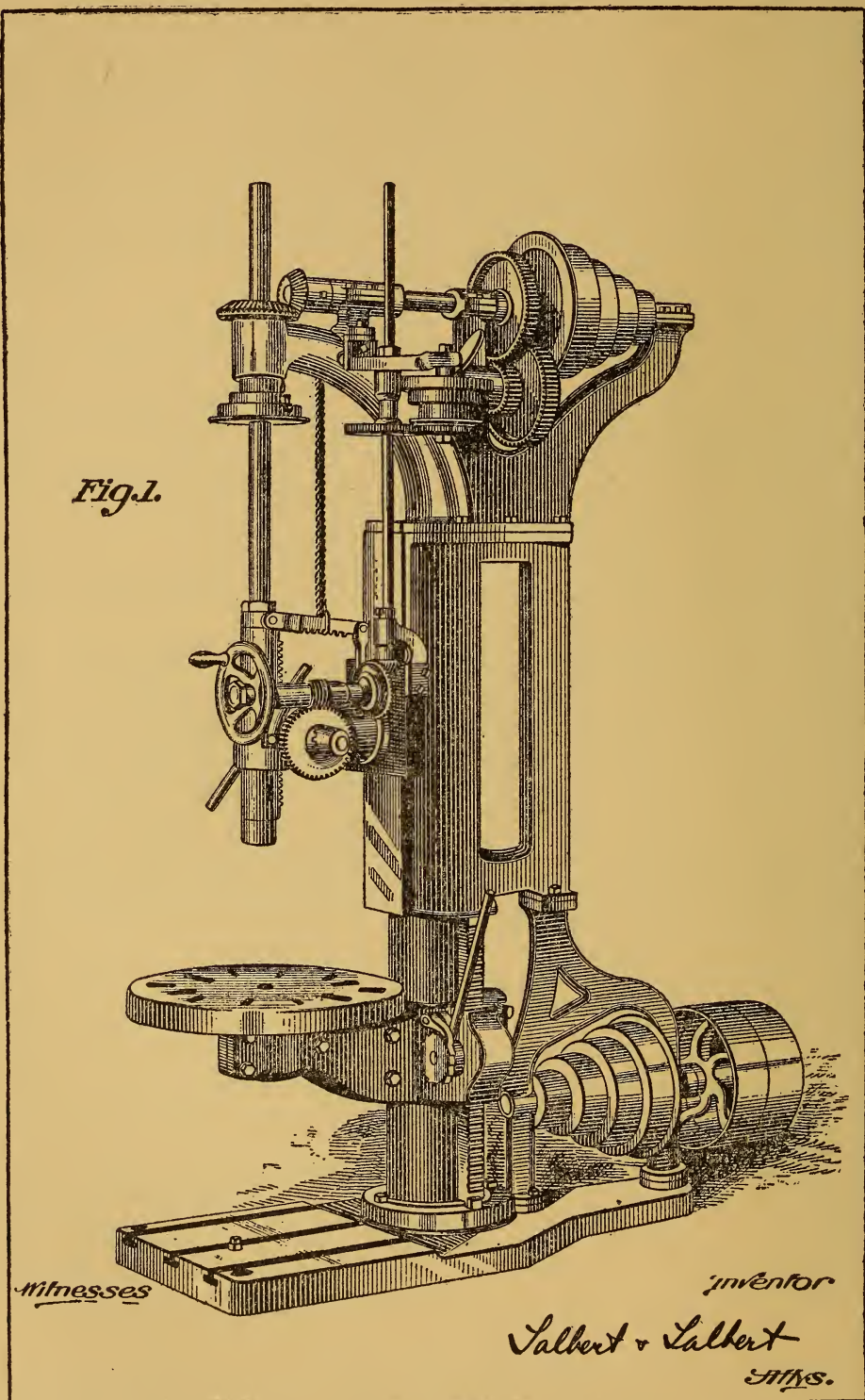
To the layman the most unintelligible part of a patent application is the claims. As the patentee's protection is measured by the claims it will be readily seen that the claims are the most important part of the application. No matter how well the specification may describe the invention, or the drawings illustrate it, unless the claims are drawn so as to cover what the inventor has given to the art, the patent is

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Replying to yours of the twenty-third, wish to say that this notice sent me of the allowance of patent for keyholder was very gratifying to me. This notice was dated just three months from date of application, which shows the promptness you employed in the execution of this business, and which I appreciate very much.

*Thanking you for your promptness and wishing you success, I am,
D. H. Smith, Bluefield, W. Va.*

Yours of the first received notifying me of allowance of Patent on my Pie and Cake Lifter. I feel very grateful to you, for the work you have done in my behalf. I can assure you I will do all I can to recommend your work as I have already done.
J. B. Smith, Chester, N. Y.



The above is a photographic reproduction of one sheet of drawing executed by our Drafting Department.

worthless. A patent is the only means for protecting an invention and only that part of the invention which is covered by the claims is protected by the patent. It therefore follows that an invention worth a fortune may be lost to an inventor because his attorney failed to grasp the inventor's idea, or lacked the skill and experience to enable him to properly draw the claims.

To secure a patent is one thing, but to secure a patent which will stand the test in court and effectually protect the patentee against imitators and patent pirates, is a different undertaking. The inventor is presumed to know what he has invented, and to understand the scope of the claims filed, and in case of litigation the courts will not broaden the scope of the claims beyond the obvious meaning of the language employed.

Prosecuting the Case before the Patent Office

After the application has been filed in the Patent Office, the primary examiner in charge of that class of inventions, or one of his assistants, makes a search through prior patents to determine whether the invention as claimed is new. Should he fail to find anything which in his opinion, anticipates one or more of the claims, he will allow the application at once, unless there are formal matters which require correction in which case the attorney is notified by letter and an opportunity is given to make the necessary corrections by amendment.

On the other hand, if in his search the examiner discovers a patent or patents which shows or describes a device upon which one or more of the claims of the application will read, he rejects the claims upon said patent or patents and notifies the attorney to that effect. The attorney then amends the claims if he deem it necessary, and supplements such amendment with a statement or argument setting forth the differences between the claims in question and the patents cited. This amendment is filed in the Patent Office and the application is again taken

TESTIMONIALS

You have done good work in the handling of my case and I appreciate it.

As I look back over your past correspondence, I cannot recall a single promise which you have not lived up to to the letter, and I realize that you have been most prompt in the handling of every detail.

It is indeed gratifying to be dealt with in such a satisfactory manner by any concern.

R. R. Brown, Alliance, Ohio.

I received my patent and will say am very well pleased with your services and if I can be of any service to you, will be glad to do so.

B. D. Hathway, Woolstock, Iowa.

up by the examiner for consideration. This procedure continues until the application is allowed, or is finally rejected. Very few cases are allowed without the examiner having first raised some objection, and in one case of which we have a knowledge there were over forty actions before an allowance was secured.

A carefully prepared specification and well-executed drawings greatly expedite the allowance of the application as the examiner is relieved of much unnecessary work in the examination of the case. The Patent Office examiners appreciate good work on the part of the attorney, and when a specification fully and intelligently sets forth the invention and the claims are of proper form and scope, the examiner can devote his whole attention to the merits of the case.

On the other hand, a case incorrectly or poorly prepared entails upon the examiner much study and extra labor in determining just what the applicant is seeking to claim; and loosely drawn specifications and inferior drawings have a tendency to prejudice the examiner in his action.

Next in importance to the proper preparation of the specification and claims come the Patent Office drawings.

The invention must be fully illustrated by carefully executed drawings which must conform to the rules laid down by the Patent Office. The views must be of sufficient size to permit of considerable reduction and still be clearly readable. Sections and detail views must be made where they are necessary in order to show the form and location of each part of the invention.

We are fully aware of the importance of having an invention illustrated by large, clear, well-executed drawings and we consider ourselves fortunate in having at the head of our drafting department a competent constructing draftman who has had years of experience on Patent Office drawings. (A sample of one of our Patent Office drawings—greatly reduced—will be found on page 40.)

◆ ◆ ◆ ◆ ◆ TESTIMONIALS ◆ ◆ ◆ ◆ ◆

I am pleased to acknowledge receipt of yours of the 18th, together with the Official notice of the Commissioner of Patents, that my application for a Patent on an Artificial Limb Ankle Joint has been allowed.

I am more than pleased with your handling of the matter, as you have succeeded in having the Patent granted in less than three weeks from the time you filed the application.

Thanking you for your diligence and early prosecution of the matter, and assuring you my future business.

Jas. T. Bracht, Memphis, Tenn.

Time Necessary to Secure a Patent

It is impossible to state with certainty the time required to secure the allowance of patents. This varies with the division in the Patent Office to which the application is referred. There are forty-five of these divisions, and each one is more or less in arrears with its work. We would say that the average time required to secure a patent is from three to six months.

We make it a point to be prompt with our correspondence and preparation of the requisite papers and drawings. After filing in the Patent Office the cases are taken up for examination in the order in which they are filed. We cannot hasten the case when it is awaiting action on the part of the Patent Office, but we can secure an earlier allowance by avoiding any delays in our office, which we aim to do.

Assignments, Licenses, Etc.

An inventor may sell and assign his invention either before or after application for patent has been made, or after the patent has been issued. He may sell or assign any portion, such as one-fifth, or one-half interest in the patent, or a town, county, or state right, or he may grant the right to manufacture on a royalty. If assigned before the patent is granted, the purchaser will enjoy the right under the patent whenever it is issued. Trade-marks, and labels can also be assigned.

Every instrument affecting the title of a patent, must be recorded in the United States Patent Office, or it is not binding against a subsequent purchaser. Only lawyers thoroughly familiar with the patent practice should be entrusted with the preparation of assignments or contracts relating to patents, as a lack of knowledge of the legal requirements may defeat the intention of the parties. Our charge for preparing and recording an ordinary assignment, including the government recording fee, is \$5.00.

The preparation of more complex instruments such as part-

TESTIMONIALS

I note that you have succeeded the patent law firm of John Louis Waters & Co., who recently handled with success the preparation and prosecution of application for patent for my Railroad Joint Chair.

I feel very grateful for the splendid service which was rendered me in the handling of this case, and hope that I may have other patent business to place in your hands in the future.

I have received my United States Letters Patent which was issued on October 10, and assure you that everything is entirely satisfactory.

William A. Pinckney, Stanton, Mich.

nership contracts, licenses, royalty agreements and instruments transferring shop-rights, state-rights, etc., receive our prompt and careful attention, and our charges are as low as consistent with the amount of work involved.

Rejected Applications

After the filing of an application in the Patent Office, it is taken up for examination by the Primary Examiner in the regular order in which it was filed. He may either allow or reject the application. Rejection is often due to lack of ability of the attorney in the presentation of the novelty and utility of the invention forming the subject of the application. An inventor who permits his case to be handled by an unskilled attorney simply invites repeated rejection of his application and can never expect the issuance of a patent having a scope commensurate with the novelty and value of his invention.

Our past experience in handling rejected applications warrants us in asking that we be given an opportunity to secure an allowance in any case you may have which is now under rejection by the Patent Office. Upon request we will, without charge examine the Patent Office file of a rejected case and advise you as to the possibility of a favorable action being secured. If our opinion is favorable we will at the same time quote our charge for prosecuting the application to a final issue.

It is important that an inventor never attempt to prepare or prosecute his own application. If he does he will probably destroy his chances of securing protection owing to his lack of experience and unfamiliarity with the essential features of the patent practice to master which requires years of experience and close application.

The Patent Office recognizes the inability of inventors to

TESTIMONIALS

I am glad to say that I have noticed your promptness with which you filed my application.

It gives me much pleasure to recommend your firm to anyone desiring to get a patent on any invention, and will say that they are sure of good service.

E. C. Smaw, Chesapeake, Va.

My patent for Improvements in Safety Razors has been received, and I write to express my appreciation of the splendid service rendered me in the handling of my case.

Knowing your work as I do, I feel that I can heartily recommend you to other inventors desiring the services of reliable patent attorneys.

A. C. Wrede, Smithville, Tex.

prosecute their own applications as is evidenced by Rule 17 of its Official Rules of Practice, which advises an applicant "to employ a competent attorney, as the value of the patent depends largely upon the skillful preparation of the specifications and claims."

Reissues

When, through inadvertence, accidents or mistakes, a patent fails to give the inventor proper protection, the law provides that it may be reissued for the unexpired part of the term for which it was granted. Should you, therefore, have a patent which through error on the part of your attorney does not, in your opinion, give you full protection, we suggest that you submit it to us in order that we may advise you whether or not to apply for a reissue.

Joint Application

Two or more persons may apply jointly for a patent if they are joint inventors. If one person is the inventor and the other only a partner, the patent must be applied for in the name of the inventor alone; but he may secure his partner in advance by executing a deed of conveyance so drawn that the patent will be issued in both names. It is of the greatest importance that the true position of joint applicants should be thoroughly understood by the attorney, in order that he may prepare the papers so as to properly protect the interests of both parties. If both applicants are inventors, they should both sign the application papers, but if they are joint owners merely, the inventor alone should sign the application papers, and assign the proper interest to the other party. A patent would not be valid in which one of the parties interested had signed the application papers without being a co-inventor.

TESTIMONIALS

Having employed patent attorneys on two inventions before this one, allow me to say that I am highly pleased the way you have served me in this case. Your way of doing business suits me to a T.

John Orbick, Hurley, Wis.

Your services in my case have been entirely satisfactory to me and will certainly recommend your firm to a party who is now working on a patent. The only regret that I have is that I did not place the matter in your hands long before I did. If you desire you can call on me at any time for reference, to parties living in this locality or elsewhere.

Thanking you for your courtesy and labor, I remain,

R. J. Gibbons, Ft. Rosecrans, Cal.

Assignments

An inventor may sell and assign his invention either before or after application for patent has been made, or after the patent has been issued. He may sell or assign any portion, such as one-fifth or one-half interest in the patent, or a town, county, or State right, or he may grant the right to manufacture on a royalty. If assigned before the patent is granted, the purchaser will enjoy the right under the patent whenever it is issued. Trade-marks, copyrights, and labels can also be assigned.

Every assignment affecting the title of a patent, trade-mark, or label must be recorded in the United States Patent Office. Assignments of copyrights have to be recorded with the Librarian of Congress. Those who desire to have assignments of patents or licenses, or assignments for trade-marks, labels, or copyrights drawn in proper form and recorded, will please communicate with us, stating the full names and residences of the parties, the shares to be conveyed, the title of the invention, and if already patented, the date of the patent. Also remit \$5, which is the cost of preparing, filing, and recording the assignment.

Contracts, Licenses, Etc.

We also prepare contracts, royalty agreements, State-right licenses, and any papers or documents in connection with patents, trade-marks, and copyrights.

Our usual charge for the proper preparation in legal form of a document of not more than one legal page is \$5.

Transfers of Patent Rights

Closely related to the subject of how to sell a patent or certain rights thereunder is the subject of the different ways in

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Have had thirty years' experience with patents, but never had such work as was done on the last patent granted. The firm is at liberty to refer to me at any and all times and I will consider it a pleasure to recommend them.

E. J. Benedict, Memphis, Tenn.

We are very much pleased with the manner in which you prepared our application papers and the prosecution of the case to the final finish.

It gives us pleasure to recommend your firm to anyone in need of a patent attorney, as we believe matters placed in your hands will receive prompt attention in Patent Office.

W. H. & R. Byrd, Pelham, Ga.

which the rights under a patent may be transferred. This may be accomplished by a straight assignment, unlimited license, shop license, territorial grant or a royalty agreement. Which of these should be utilized depends on the circumstances surrounding each particular case. We will be pleased to advise our clients on this subject upon receipt of full information as to the particular conditions confronting them.

Our charge for preparing and recording ordinary assignments is \$5. In cases of more complicated agreements this charge is subject to slight increase, the amount of which our client will be fully advised on before we proceed.

Renewals

If, because of nonpayment of final fee when due, a case has been forfeited, the case can generally be re-opened, and the application renewed through the filing of a formal petition for renewal. Our charge for preparing and filing a petition for the renewal of a forfeited case is \$10, in addition to the Government fee of \$15.

Appeals

On many occasions an application is finally rejected by the Primary Examiner even though the inventor feels that same clearly presents patentable subject-matter. In such instances the inventor can still assert his rights by successive appeals to three higher tribunals as follows:

Appeal to Board of Examiners-in-Chief

This board consists of five persons thoroughly qualified to review and determine the justice of the adverse action of the Primary Examiner. The final rejections of the Primary Examiner are reversed by the Board of Examiners-in-Chief in a large number of cases.

TESTIMONIALS

I must congratulate you upon the prompt and skillful service in which you have handled my Patent Vacuum Massage Device. I shal entrust my future business to your care.

Thanking you for past favors, I am,

A. L. Smith, Washington, D. C.

I am well pleased in the way you handled my invention on Clevis, getting the patent filed in the Patent Office. You certainly handled it with efficiency and dispatch, and I will take pleasure in recommending you to anyone that needs the services of a patent attorney.

E. L. Nichols, Roundup, Mont.

The minimum cost of an appeal to the board is \$25, representing the \$10 Government fee, and \$15, our Attorney's Fee, in usual cases.

Appeal to the Commissioner of Patents

From an adverse decision of the Board of Examiners-in-Chief appeal may be taken to the Commissioner of Patents. The cost of this appeal depends upon the character of the case under consideration, the Government fee being \$20, and our minimum Attorney's Fee \$20, depending on the difficult nature of the work.

Appeal to the Court of Appeals of the District of Columbia

From the decision of the Commissioner of Patents appeal may be taken to the Court of Appeals of the District of Columbia. In such an appeal the inventor must pay the docket fee of \$15, and in addition must pay the cost of printing the transcript of the entire record in the case, as well as our Attorney's Fee.

IN CASES WE PREPARE AND PROSECUTE, APPEALS ARE RARELY NECESSARY, AND IN NO INSTANCE DO WE ADVISE APPEAL UNLESS WE FEEL CONFIDENT OF SUCCESS AND THERE APPEARS TO BE A DECIDED ADVANTAGE TO BE GAINED BY THE INVENTOR IF THE APPEAL IS WON.

Interferences

An interference is a proceeding instituted for the purpose of determining the priority between two or more parties claiming substantially the same patentable invention.

Interferences are decided in favor of the inventor who proves that he was the first, of those cited, to display diligence in getting his idea before the public.

TESTIMONIALS

I received my patent for my automatic door stop from you and I thank you very much for what you have done for me in getting my patent, and if I have any more of the same kind of work to do, I shall call on you.

Chas. P. Thompson, Brockton, Mass.

I received the Letters Patent and I thank you for your advice and information.

You can rest assured that any work I need regarding the patent you will get it as I am perfectly satisfied with the way you get it through.

C. Singerman, Somerville, Mass.

Various rules governing interference procedure are provided by the Patent Office, which, owing to their intricacy and purely technical nature, cannot be commented upon in a book of this size. There is no branch of Patent Office procedure which demands greater skill and care than does interference work, because of its importance and technical rules of procedure as well as the difficult questions of law frequently involved.

Our fees in interference cases are subject to special contract.

Infringements of Patents

The subject of infringement of patents is such an extensive one that we cannot attempt to cover same in this publication. If you are interested to know whether a patent which you own is infringed, or whether you are infringing another's patent, you should write us and we will immediately take up the question with its particular associated circumstances and your interests in view.

Patents for Compounds, Etc.

Cleaning and polishing compounds, cements, metal alloys, soaps, leather dressings, fertilizers and medicines, hair dressings, cosmetics, ointments, and the like; in short, all useful liquid and solid mixtures may be patented.

The minimum total cost of a patent in this class of cases is \$70, \$35 of which is the attorney's fee, and upon receipt of that amount, together with a statement of the quantity and name and particular purpose of each ingredient used and the manner of compounding same, as well as a statement of the use of the complete preparation, we prepare the application papers complete, and forward same for your approval and execution, to be returned to us with the first Government fee of \$15. The final Government fee of \$20 may be paid any time within six months from the date of allowance.

Double protection and business advantage is secured by

TESTIMONIALS

Please accept my thanks for your speedy work in obtaining my patent on Mail Box, for you certainly put it through on double quick time. And your fee was \$20 less than other firms asked me for to obtain a patent.

A. H. Haynes, Sissonville, W. Va.

In replying to your letter of the 27th inst. will say your dealings with me have been highly satisfactory. There has never been any deviation from your original agreement with me from the filing of my application for a patent on my Clothes Line Tightener and Supporter until the patent was granted. Your terms are reasonable.

J. M. Phelps, Quincy, Ill.

also adopting a trade-mark and registering the same in the United States Patent Office.

Term of patent, seventeen years.

Term of trade-mark, twenty years.

We make an advance charge of \$5 or more for searching the Patent Office records to determine the patentability of a compound.

Design Patent

The law authorizing the issue of design patents is very broad. These patents may be granted to any person, who, by his own industry, genius, and effort, has invented or produced any new and original design for a manufacture, bust, statue, altorelievo, or bas-relief; any new or original design for the printing of woollens, silk, cotton, or other fabrics; any new and original impression, ornament, pattern, print, or picture to be printed, painted, cast, or otherwise placed on or marked into any article of manufacture; or any new, useful, or original ornamentation of any article of manufacture, the same not having been known or used by others before his invention or production thereof, or patented or described in any printed publication.

All new designs should be protected. Design patents for the pattern of a machine, or designs on a machine, can be secured in addition to a mechanical patent for the machine itself.

In a number of instances large business interests have been built up with a design patent as a basis.

Design patents have been liberally construed by the courts. They hold that such a patent covers not only what is shown

TESTIMONIALS

I consider that you have been very prompt in the handling of this case and I want to thank you for the excellent services you have rendered me throughout my dealings with you.

The manner in which you prepared the application papers and drawings has also met with my hearty approval, and, as you know, I have already recommended you to others who have placed their patent matters in your hands. They, too, are pleased with the service you have rendered them.

M. L. Tewell, Pittsburg, Kans.

I write to express my appreciation of the services rendered me in the preparation and prosecution of my application for patent on Truss Rod Buckle, invented by me.

The promptness with which this application was handled has always been a source of much satisfaction to me, and I shall not hesitate to place my future inventions in your hands.

Jas. Cerney, Jefferson Barracks, Mo.



Inventor

Witness

By

Salbert & Salbert

Attorneys

The above drawing of design for Loving Cup is characteristic of the kind of matter which may be protected by U. S. Design Patent.

in the patent, but also those things which have a near enough resemblance to appear the same to ordinary observers.

The total cost of a design patent, including Government and attorney's fees, and one sheet of drawing, is:

| | <i>Attorney's fee.</i> | <i>Drawing.</i> | <i>Government fee.</i> | <i>Total.</i> |
|---------------|----------------------------|-----------------|----------------------------|---------------|
| 3½ years..... | \$25.00 | \$5.00 | \$10.00 | \$40.00 |
| 7 years..... | 25.00 | 5.00 | 15.00 | 45.00 |
| 14 years..... | 25.00 | 5.00 | 30.00 | 60.00 |

Trade-Marks

The Trade-Mark Law passed by Congress, and which went into effect April 1, 1905, makes it imperative for every one who values the protection of his trade-mark to register under this law.

Under its terms, all trade-marks, whether registered at Washington or a bureau, must be re-registered at Washington in order to obtain protection under the law.

Heretofore injunctions of courts did not apply outside the immediate section where they were granted. Under the above law, an injunction once secured in any Federal court extends its force throughout every State and Territory in the Union.

It is further provided that before granting registration the Commissioner shall cause the trade-mark to be published at least once in the Official Gazette of the Patent Office, and any person who believes that he would be damaged by the registration may oppose the same by filing notice of opposition, stating the ground thereof within thirty days after the publication of the mark sought to be registered.

The latter provision enables the true owner of the trade-mark to prevent his right to its exclusive use from being jeopardized by the registration of the same or a similar mark by an applicant who may not be entitled to registration.

TESTIMONIALS

It is certainly gratifying to me to have placed my case in your hands and I feel that any person desiring the services of competent and courteous attorneys cannot make a mistake in sending their work to you.

I heartily congratulate your able firm on the great success you have achieved for me in procuring for me the patent rights on such a valuable device.

J. F. Watts, Jackson, Miss.

I was very much pleased to receive my patent for paring knife, and am well satisfied with your work. I have other patent matters to send you in a short time.

Mrs. F. A. Stevens, Silver Lane, Conn.

The right of appeal is provided, the same as in the case of applications for patents, from an adverse decision of the Examiner of Trade-Marks or the Examiner of Interferences, as the case may be, to the Commissioner in person, and from the Commissioner to the Court of Appeals of the District of Columbia.

The life of a certificate of registration is changed from thirty years to twenty years, but the certificate of registration may be renewed from time to time upon certain conditions, and upon the payment of the required fee. The Government fee for registration is \$10.

Registration will afford prima facie evidence of ownership, and any person using any registered trade-mark without the consent of the owner thereof will be liable for damages, and on the rendition of a verdict for the plaintiff, the court, in its discretion, may enter judgment for three times the amount of such verdict.

The above law affords additional remedies and more complete and adequate protection, and in order to give the owners of trade-marks previously registered the enlarged benefits under the above law, the act makes provision for the re-registration of said trade-marks upon payment of the fees.

Provision is made for the first time for registering trade-marks used solely in interstate commerce, and the above law is so far-reaching and complete in its protection to lawful trade-mark owners that registration of a trade symbol or mark will prove of great value from a commercial standpoint.

A trade-mark may consist of any non-descriptive word or words, sign, symbol, picture, autograph, monogram, or any combination of any or all of them. Descriptive words cannot be registered. For instance: "Washing Soap" or "Can Corn" could not be registered, but descriptive words combined with non-descriptive words may be registered; thus, "Eureka

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Please accept thanks for your very prompt and liberal service in securing patent. You have stuck to your promise and your service has been very satisfactory.
E. E. Lucas.

I am glad to know that through your earnest efforts the Government has allowed me a patent for my invention, Improvements in Razors.

I wish to thank you for the part you have taken in this matter and I promise you I shall always speak a good word in your favor whenever I have the opportunity.

Any patent business I may have in the future I shall entrust in your care.
L. E.—Cincinnati, Ohio.

Washing Soap" and "Excelsior Can Corn" are properly registerable.

Sometimes words which are descriptive are combined in a single word and phonetically or fancifully spelled, and in such cases they usually constitute a valid trade-mark, but it is the figure or emblem that makes the mark valid. A word can be adopted for the trade-mark which is suggestive, but not descriptive, and this is often the best kind of a mark for particular kinds of goods. The mere name of the applicant can not be registered, but his name, together with a device or design, etc., is entitled to registration. Geographical names can not be trade-marked.

A trade-mark need not be new or original, but it should be new to the purpose to which it is applied. Thus a trade-mark on "The Rising Sun," applied to flour, would not prevent the registration of the same words as applied to stove polish.

Persons desiring to know whether certain words or devices can be registered should send us a copy or description of the mark and the class of merchandise on which it is used, including a particular description of the goods comprised in such class. We will then make a search of the trade-mark records in the United States Patent Office and send a full report of the result of the examination.

In order that we may be enabled to prepare the application papers we should be furnished with the name of the owner, and if a firm be the proprietor, the names of the individual members thereof, their residences, and places of business. Five specimens of the trade-mark as used must be filed with the specification and drawings in the United States Patent Office. The right to the use of a trade-mark is assignable in writing and such assignment should be recorded in the Patent Office. We prepare these assignments, the cost of preparation and recording being \$5.

Cost of Trade-Mark

The Government fee in each case is \$10, while our fee, including one sheet of drawings and the preparation of the necessary papers, is \$20.

TESTIMONIALS

I find it hard for me to express in words the deep feeling of gratitude and thanks for the business courtesy and very evident friendship you have shown me in the handling of my application for patent.

You may rest assured, Gentlemen, that all my future patent business will be placed in your hands, as I could not ask for better treatment from my own brother.

M. J. Frost, Jesup, Iowa.



ARROW COLLARS

KODAK

Coca-Cola

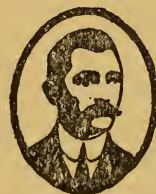
"YANKEE"



Rexall



Neolin
Trade Mark Reg. U.S. Pat. Off.
Better than Leather



Nujol

REPRODUCTIONS OF A FEW WELL-KNOWN TRADE MARKS

Trade-Mark Must be Used Continuously

A trade-mark is good only so long as it is used, and it must be used continuously by the owner in business, and the owner must have for sale the goods bearing the mark.

Copyrights

The author, inventor, designer, or proprietor of a book, map, chart, dramatical or musical composition, engraving, cut, print, photograph, or negative thereof, or of a painting, drawing, chromo, statue, statuary, or of a model or design, and the executors, administrators or assigns of any such person, may obtain a copyright therefor; and such authors, inventors, designers, or proprietors, and their assigns, shall have the exclusive right to produce, dramatize and translate any of their works for which copyright shall have been obtained under the laws of the United States.

To obtain a copyright, the application must be filed with the Librarian of Congress on or soon after the day of publication, and two copies of the article or book must be delivered to the Librarian at the time of filing application.

Our entire charge for obtaining a copyright is \$10. Copyrights, like mechanical patents, may be assigned to another party, and our charge for preparing and recording such assignment is \$5.

The term of a copyright is twenty-eight years. If the work to be copyrighted is in manuscript form and requires preparation before being filed with the Register of Copyrights, our charge for preparation will depend upon the amount of work required.

Write us freely for information in regard to your particular case.

Labels and Prints

Labels and prints for every kind of article of manufacture may be secured to the proprietor thereof by registration in the Patent Office if they are the result of that degree of intellectual labor contemplated by the constitution and the copyright laws.

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Your favor of October 20, enclosing notice of allowance in the matter of my Railroad Joint which was filed July 24, 1916, and allowed October 18, 1916, two months and twenty-four days from the date of filing, has been received.

I feel grateful in having placed my case in your hands. I must congratulate you upon the prompt and skillful manner in which you handled same.

V. M. Lamb, Mt. Airy, N. C.

A print is a pictorial illustration designed to be used for articles of manufacture to serve as an advertisement thereof. Prints may be impressed or stamped upon articles of manufacture, or upon a piece of paper to be attached to such articles, or to bottles, boxes, or packages containing them.

Labels consist of devices or words intended to indicate the things to which they are attached. Both prints and labels, in order to be entitled to registry, must be intellectual productions in the degree required by the copyright law.

Under the rules of the Patent Office, a print or label cannot be registered if it bears a device capable of application as a trade-mark until after such device is registered as a trade-mark.

Our charge for effecting registration of a label or print is \$20 which includes the Government fee of \$6. We should be supplied with ten copies of the label or print to be registered.

USEFUL FACTS ABOUT PATENTS

There are certain useful and important facts relating to the legal rights of patentees which most attorneys fail in their literature to set forth, and we give a number of such facts here for our patrons.

If an invention is protected by patent in one country it cannot be manufactured in another country and imported, sold or used without license from the patentee.

The law requires that a manufactured article, if patented, must be so marked, and the customary manner of marking is to follow the word "patented" by the date of the patent. No legal right exists permitting the use of the mark "patented" before the patent is actually issued. Official notification that an application for patent is "allowed" does not therefore convey this right.

The law attaches a penalty of \$100 for each offense for the fraudulent use of the mark "patented."

If an application for patent is on file, but not allowed, the invention must bear the mark "patent pending" or "patent applied for" if manufactured and sold.

TESTIMONIALS

Your most appreciated letter with the official notice of allowance on my Non-Refillable Bottle received, and in reply wish to extend my many thanks also that it has been more than gratifying to me to know I was able to have the right kind of attorneys to execute my case in the United States Patent Office and obtaining an early allowance for me.

S. R. M. Malloch, Phila., Pa.

Your letter just received, with the patent allowance. You have certainly done great work.

I wrote to four different patent attorneys in Washington before I saw your advertisement, but after I received a letter from you I liked your way the best and am certainly glad that I put it in your hands. Anyone wishing to know about your handling cases I would only be too glad to answer any letters and tell them the good work you have done for me.

Josiah Reynolds, South Lakewood, N. J.

A license cannot be transferred unless the instrument itself embodied a stipulation making it transferable.

No one has the right to make a patented device without authority from the patentee, even though the maker would construct the machine solely for his private use and not for sale.

After a patent has expired it cannot be renewed, except by act of Congress.

A reissue is one granted to the original patentee, his legal representatives, or the assignee of the entire interest, when the original patent is invalid or inoperative by reason of a defective or insufficient specification, or by reason of the patentee claiming as his invention or discovery more than he had a right to claim as new, provided the error arose through inadvertence, accident or mistake, and without any fraudulent or deceptive intention. Matter shown and described in an unexpired patent, and which might have been lawfully claimed therein, but which was not claimed by reason of a defect or insufficiency in the specification, arising from inadvertence, accident or mistake, and without fraud and deceptive intent, cannot be subsequently claimed by the patentee in a separate patent, but only in a reissue of the original.

(These facts relative to reissue of patents are set forth at length, in view of the common mistake made by inventors in construing a reissue to mean an extension of the patent.)

A patent cannot issue to a deceased inventor, but to his legal representative.

Inventions of deceased inventors may be patented by the legal representative making application therefor in due form.

An abandoned application is no bar to a new application for the same invention by the same applicant.

When one of several distinct inventions described and shown in an application is not claimed therein, the issue of a patent on such application presumptively dedicates the unclaimed invention to the public.

After an applicant has himself prosecuted his application to final rejection and has then placed it in the hands of an attorney, the examiner will be warranted in re-opening the case for the admission and consideration of substitute specifications apparently presented in good faith and for the purpose of securing for the inventor that to which the attorney believes him entitled.

One who employs another to make an invention for him does not thereby

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We have given your address to Mr. Chester Guild, 4th, R. F. D. No. 3, Concord, N. H., who wanted to know the address of a Patent Attorney.

I suggest that you get in touch with him and give him particulars of your service.

He is a subscriber to the New England Homestead.

ORANGE JUDD COMPANY,
Thos. A. Barrett, Manager in New York.

I wrote you some time ago expressing my hearty approval of the service you rendered me in securing patent on my Aerial Toy.

I now want to thank you for having also secured the allowance of application for patent on my second invention placed in your hands.

You surely deserve praise for your good work. I never lose sight of an opportunity to speak a good word for your firm.

Wishing you continued success, I am,

Joao Tosta, Lowell, Mass.

become entitled to apply for and receive a patent on the invention, whatever may be his equitable rights in the invention and patent of his employee.

Invention does not lie in an abstract idea of the desirability of uniting several old machines into one, but in conceiving definitely of a single organized and complete machine containing a combination of instrumentalities which perform the several functions of the old machine.

An application for a patent to be issued to joint inventors must be signed and sworn to by all the inventors and an application for such a patent made by only one of such inventors cannot be entertained, even although the other of such inventors already has a sole patent for the same invention and refuses to join in a joint application.

Two may properly take out a patent as joint inventors when one of them originated the leading principles and the other exercised inventive talent in perfecting it.

An inventor may adopt minor improvements in his invention, which are suggested by another, and the latter does not thereby acquire any interest in the invention.

The Patent Office cannot permit the record of an application once filed to be in any way altered by so radical a measure as the removal of one of its parts, as by the transfer of drawings, to a substituted application.

When all the parts of an application except the fee have been deposited in the Patent Office, they will not be returned to the applicant.

Patent will issue jointly to an assignee and applicant when the latter so requests in the recorded assignment.

An assignment regular on its face and regularly recorded must be considered an absolute assignment until cancelled upon the written consent of both parties, or upon the decree of a competent court.

In order to give an employer a right to an invention of an employee, on the ground that the latter was employed to invent it for the benefit of the former, it must very clearly appear that such was the condition of the employment.

If a person once conceives the main idea of an improvement, valuable minor results contributed by a workman in reducing the invention to practice without rejecting the original idea and proceeding upon a wholly distinct and separate plan, belong to the former as a part of his invention.

When all that is new and patentable in a device is embodied by an employee at the express direction of the employer and according to his ideas, the invention is that of the employer.

It is a well-established principle that an inventor has the right to em-

TESTIMONIALS

I acknowledge receipt of your letter of September 20, 1916, advising me that you have procured favorable action from the United States Patent Office in the matter of my Hair Cutter.

This is indeed gratifying and I want to thank you for the good work and services you have rendered me in the preparation and prosecution of this case.

I am glad to say that this invention is now upon the market and has proven very successful, which success has encouraged me with other inventions, one of which I have recently placed with you.

G. J. Carlisle, Chicago, Ill.

I am certainly more than pleased in the way you handle patent matters for your clients, and I surely am thankful to you for getting patent on game apparatus for me in so short a time.

Rufus B. Smith, Akron, Ohio.

Mr. Smith has since placed another case in our hands.

ploy the mechanical skill of others to carry out his ideas without forfeiting his right to the invention.

An earlier conceiver, by merely making a model and showing it to some persons, afterward doing nothing more, does not give or abandon the invention to the world so as to deprive a subsequent conceiver of his right to a patent.

The prompt filing of an application is evidence that a reduction to practice was successful.

An inventor who, after reducing his invention to practice, deliberately conceals it from the public, is not entitled to a patent as against one who during such concealment has independently invented the same thing and has patented it in good faith and in ignorance of the fact of invention by the first party.

He who merely suggests that an invention may be made and furnishes the means to do it is not the inventor as against the mechanic who devises the practical method of making the invention.

He who employs an old device in a new or modified way to produce a new and useful result must be regarded as an inventor.

Where one is first to conceive an invention, but throws aside all evidence of the conception, makes no effort to complete or introduce the invention to the public, and delays making application for a patent until another has brought it into extensive use, has no standing as an inventor.

The law does not look with favor upon a party who withholds the knowledge of his invention from the public by a negligent postponement of his claim until others have made and introduced the same.

He is the real inventor and entitled to the patent who first brings the machine to perfection and makes it capable of useful operation, although others may have previously had the idea and made some experiment toward putting it in practice.

The Value of Attorneys

The inventor will see the advantage to be derived from placing his business in the hands of only those who are specially skilled in patent work and its numerous branches.

The inventor should never endeavor to prepare his own application. He is apt to leave valuable features of his in-

TESTIMONIALS

Your favor of October 29, enclosing notice of allowance in the matter of my Saw Setting Tool, which was filed August 9, 1915, and allowed October 27, 1915, just one month and eighteen days from the date of filing, has been received.

It is certainly gratifying to me to have placed my case in your hands, and I feel that any person desiring the services of competent and courteous attorneys cannot make a mistake in sending their work to you.

J. M. Murphy, Tellico Plains, Tenn.

I am in receipt of U. S. Patent No. 1,147, 943 which you obtained for me on Faucet. Am much pleased with the way you have drawn up the claims on the invention and think you have given me a strong legal patent.

Thanking you for the work you have done in getting this, I am,

Chas. M. Hoffman, Lebanon, N. H.

vention unclaimed, and attach undue importance to some immaterial feature. Although he may have a good education, and a quick perception, and some knowledge of patent matters, he cannot have the necessary experience to insure absolute accuracy. This work should be done by a skilled and experienced patent lawyer. A claim properly drawn may mean wealth to the inventor, whereas one improperly drawn generally means the total loss of the invention.

So important are the services of a reliable, trustworthy, and skillful attorney to inventors, that the Commissioner of Patents has, in the "Rules of Practice," issued this general warning: "As the value of patents depends largely upon the careful preparation of the specification and claims, the assistance of a competent counsel will, in most cases, be of advantage to the applicant, but the value of their services will be proportionate to their skill and honesty, and too much care cannot be exercised in their selection."

How to Send Money

In remitting to us always register letters containing money in the form of bills and fractional currency. Money orders, bank drafts, express orders, and personal checks are the safest methods of transmitting payments when letters are not registered. Never enclose remittances with models, as there is great risk of same being lost in transit. Make all checks payable to Talbert & Talbert. If these suggestions are followed, the safe delivery of money to us is almost guaranteed.

Danger in Delays

The inventor who has carefully read the foregoing pages can scarcely fail to realize that Delays in Patents Matters are often Dangerous as they *discourage* diligence on the part of the inventor and *encourage* diligence on the part of rival inventors or unscrupulous parties.

If you have conceived a new patentable idea you owe it to yourself and perhaps to those dependent upon you to **Protect That Idea**. You should therefore arrange with us at once to take up your case and to see that you receive the fullest protection to which you may be entitled.

PATENTS IN FOREIGN COUNTRIES

THE United States Patent Laws apparently contemplate that an invention patented here is also worthy of protection abroad, in the principal countries at least. In many countries a Patent obtained after the invention is patented elsewhere is **invalid** and worthless. For this reason it is of **vital consequence** that Foreign Patents be **applied for** before the final Government fee, for the United States Patent, is paid into the Patent Office.

In many instances the foreign patents secured on inventions originally patented in this country have proven of equal or greater value than the United States Patents.

This is only natural when one considers that the population of the United States represents only a small portion of the world's population and that many inventions in demand here are just as much in demand in other countries.

If you value your idea you should fully protect it in every country in which it is at all likely to become successful.

Our laws provide a period of six months after your application is allowed at any time within which the final Government fee may be paid, thus enabling you to complete financial arrangements for the taking out of valid Foreign Patents. Your allowed United States application is held secret until the final Government fee is paid, so that **no one can apply in foreign countries ahead of you.**

For the convenience of inventors the countries foremost in importance are treated here and approximate costs for simple cases are quoted. The costs naturally vary in accordance with the sheets of drawing required and the nature of the case.

All prices here quoted are based on one sheet of drawing. If more than one sheet of drawing is necessary we will quote our most reasonable charge for that particular case.

Canada

Owing to the close proximity of Canada to the United States and the brisk and augmenting commercial intercourse between the two peoples, every inventor should avail himself of the great advantage to be gained by taking out a Canadian Patent.

Canada embraces the provinces of British Columbia, Nova Scotia, Prince Edward's Island, Manitoba, Ontario, New

Brunswick, and the Northwest Territory, a vast domain greater in area than the United States.

The whole outlay required to secure a Canadian Patent is \$45 (if not more than one sheet of drawing is required), which includes the Government tax, agency, and all charges for the patent.

Important.—Unless you can file your application in Canada within three months from date of your United States Patent you should not fail to lodge a “Notice of Intention to Apply.” Otherwise you can not stop anyone who commenced the manufacture of your invention in Canada before issuance of Patent there. For the preparation and filing of the Notice our charge is \$10. We would advise that you file application for Patent within three months from issue of United States Patent, and thereby save the cost of the notice. The sooner you file the better.

England

The commercial importance of England is such that no intelligent person can fail to comprehend the momentous benefits to be realized from patenting a meritorious invention there. The English capitalist is quick to invest liberally, because he well knows the ready recognition of the skill of our inventors in all portions of the world.

An English Patent covers England, Scotland, Ireland, Wales, and the Isle of Man, aggregating a population of nearly 40,000,000.

The total cost is \$70 before issuance of United States Patent and \$80 after issuance thereof; which charges include the Government fee.

Provisional protection endures for six months, and may be obtained under the English Patent laws. Total cost, \$25. To file application complete after provisional protection and obtain Patent, \$50. Term, fourteen years.

TESTIMONIALS

I wish to express my appreciation of the prompt and efficient service you have rendered me in preparing and prosecuting my two applications for patent.

The way you have handled my cases leaves nothing to be desired, and I gladly recommend you to other inventors who are seeking the services of a thoroughly reliable firm of patent attorneys.

Wishing you continued success, and assuring you of my future patent business, I am,

G. F. Kopp, Pittsfield, Mass.

France and Colonies

\$60.—The term of a French patent is fifteen years, and includes Algeria, Senegal, French Soudan, Dahomey, French Congo, Madagascar, French Indo China, Martinique, Guadeloupe, French Guiana, New Caledonia, Tahiti, etc. Next to England in value to the patentee is France. Her manufacturers are enterprising and quick to appreciate and adopt inventions of American origin.

Germany and Colonies

\$70.—The term of a German patent is fifteen years. German design patent, term three years, \$35; extension for three years longer, \$30. German patents include Germany, German East and South West Africa, Kameron and Togo Land, German Papua, Bismarck, Archipelago, Caroline Islands, Kiou-Chui, etc. We do not recommend the filing of patent applications in Germany, while the present state of war with this country exists. Mail transportation to and from Germany is very uncertain and her attitude toward American inventors cannot, at this time, be definitely determined.

Belgium

The cost of a Belgian patent is \$30; term, twenty years. Write us for latest information concerning the patent situation in this country.

Denmark, \$70; term, fifteen years.

Norway, \$70; term, fifteen years.

Sweden, \$70; term, fifteen years.

Switzerland, \$60; term, fifteen years.

Portugal, \$75; term, fifteen years.

Spain, \$65; term, twenty years.

Italy, \$65; term, fifteen years. Write us for latest information concerning the patent situation in this country.

TESTIMONIALS

I am perfectly satisfied with everything you have done for me in the handling of all of my cases.

In the matter of my Picker Stick Check Device, you will recall that the patent was issued to me on October 5.

In the other two cases I appreciate the fact that you are doing your best, and I know that if it is possible to secure patents you will do so.

I hope to do a lot more business with you in the future.

J. F. Vaillancourt, Fall River, Mass.

Russia

The cost of a Russian patent is \$90; term, fifteen years. A valid patent can be obtained in Russia after the issue of the United States patent. The Russian Empire includes Russia, Poland and Siberia, and covers the enormous territory of 10,000,000 square miles. Its population is three times that of any European country. Russia is a continent in itself, and has always been looked upon as one of the most prominent fields for American inventors. Write us for latest information concerning the patent situation in this country.

Hungary, \$70; term, fifteen years. Write us for latest information concerning the patent situation in this country.

Austria, \$70; term, fifteen years. Write us for latest information concerning the patent situation in this country.

Turkey, \$100; term, fifteen years. Write us for latest information concerning the patent situation in this country.

Mexico

The cost of a Mexican patent is \$75; term, twenty years. America is now connected with all parts of Mexico by rail, and our commercial relations are therefore very close. Great progress has been made in Mexico of late and a great number of factories are located there. Patents on mining machinery are especially valuable.

Asia

India, \$75; term, fourteen years.

The patent covers all of British India, including Burmah; population, 300,000,000. The application should be filed within one year of the issue of the United States patent.

Ceylon, \$125; term, fourteen years.

Empire of China, \$70.

Japan, \$100; term, fifteen years.

TESTIMONIALS

I write to express my thorough appreciation of the excellent service you have rendered me in the preparation and successful prosecution of my two applications for patents on Adjustable Wrenches invented by me.

I have found you prompt and reliable from the very start. You have lived up to the letter of every promise you have ever made me, and you may rest assured that all of my future patent business will be placed in your hands.

Anton Hulthin, Brooklyn, N. Y.

Africa

Cape Colony, \$110; term, fourteen years.

Natal, \$90; term, fourteen years.

Egypt, \$80; term, same as applicant's United States Patent.

Central America

Honduras, \$175; term, ten years.

Nicaragua, \$175; term five to ten years.

Costa Rica, \$135; term, same as United States Patent.

West Indies

Cuba, \$90; term, seventeen years.

Jamaica, \$150.

Trinidad, \$170.

Barbados, \$100.

Bahama Islands, \$150.

South America

Brazil, \$125; term, fifteen years.

Argentine Republic—Patents are granted for five, ten, and fifteen years; cost for five years, \$80.

Chili, \$200; term, ten years.

Peru, \$200; term, ten years.

United States of Columbia—Cost for ten year patent, \$175.

The Australian Commonwealth

The Australian colonies of Victoria, New South Wales, Queensland, South Australia, Tasmania, and West Australia have been formed into a commonwealth. One patent only is necessary now, where six formerly were required. The cost of the new Commonwealth patent, which is granted for fourteen years, is \$95. An inventor cannot afford to neglect to secure a patent in the Australian Commonwealth, as the country is progressive and rich. On account of the gold and copper mining industries the population is rapidly increasing. Coal, iron, tin and other mineral wealth abound. The production of wool is greater than that of any other country in the world. Immense tracts of land are being opened to cultivation and settlement. The increasing activity demands the introduction of inventions and labor-saving devices and systems of every character. The prosperity of Australia is evidenced by the fact that the standard of living and the consumption of commodities per capita are the highest in the world.

New Zealand

The cost of a patent in New Zealand is \$70; term, fourteen years. The same progressiveness and commercial activity are apparent in New Zealand as in the Australian Commonwealth.

Combination Rates

By special arrangements with our foreign agents, we are able to offer reduced rates when applications in two or more countries are filed at the same time. The following groups of countries have been specially selected with a view of reducing the total cost to the minimum, and a comparison of the charges named with those for the same countries singly will show the saving to the applicant:

| | |
|--|-----|
| Great Britain, France, Belgium and Canada..... | 190 |
| France, Italy and Belgium..... | 140 |
| Great Britain, Italy, France and Canada..... | 220 |
| Sweden, Norway and Denmark..... | 190 |
| Canada and Mexico..... | 100 |

The charges quoted in the above list include the total cost of securing patents in the respective countries. We wish to state with emphasis that the figures quoted include all costs, without any extra charge whatever for securing the foreign patents, including our fee, Government fees, drawings, etc. We make this statement because our charges are considerably lower than those asked by others, and our clients are continually asking us if our fees cover the total cost for foreign patents.

General Instructions

Select the country or countries in which you want a patent, and remit \$5 for each country named. We will then send you application papers for approval and execution, according to the schedule of prices; or, if you prefer, send the full amount in the first remittance.

In some countries an important exception to the rule that Foreign Patents must be applied for before issue of United States Patent, occurs when the United States Patent has issued early enough to admit of the filing of foreign cases **within twelve months of the date of filing of the United States case.**

Also, issue of a Foreign Patent in these countries before applying in the United States will not invalidate United States

Patent if application is filed within twelve months from date on which foreign application was filed.

Trade-Marks in Foreign Countries

Trade-marks can be registered in foreign countries having treaties with the United States. The usual cost of procuring trade-marks in foreign countries is as follows:

| | |
|--------------------|---------|
| Great Britain..... | \$50.00 |
| *Germany..... | 35.00 |
| France..... | 35.00 |
| *Austria..... | 35.00 |
| *Russia..... | 55.00 |
| Italy..... | 40.00 |
| Spain..... | 40.00 |
| *Belgium..... | 35.00 |
| Norway..... | 40.00 |
| Sweden..... | 40.00 |
| Denmark..... | 40.00 |
| Switzerland..... | 35.00 |
| Canada..... | 40.00 |

Important

Patents may be procured in practically every country on the globe but we have listed in this section only the most important of those countries—those in which the greatest number of patents are applied for.

If you are interested in securing patents in any countries not included in this list, do not hesitate to write us for information concerning the cost of patents in those countries, and their patent laws.

* Write us for latest information concerning the Trade Mark situation in these countries.

OUR SERVICE TO THE INVENTOR

The Sale and Promotion of Patents

THE question uppermost in the mind of practically every inventor is "How am I to derive financial benefit from my invention after I secure my patent?"

This is only natural as the incentive which spurs most persons to inventive activity is the chance of rich financial reward such as has been won by many another inventor, and is always waiting to be claimed by the inventor of some successful and needed new device or improvement of merit and utility.

It is perhaps safe to say that ordinarily not one inventor in a hundred has the remotest idea of the methods usually employed in

Turning Patents into Cash

and we hope to throw sufficient light on the subject to enable inventors to realize that there is no secret about it—that there is an enormous and constant demand for inventions and that every inventor has an equal chance of disposing of his patent if his invention possesses sufficient merit and is properly brought to the attention of those persons most likely to be interested in its purchase.

Many inventors make the mistake of attempting to sell their invention before even applying for a patent thereon. Nothing could be more futile or dangerous, as we have yet to make the acquaintance of a reputable concern which would think of investing its money in any invention until application for patent has either been filed in the Patent Office, or definitely allowed and patent actually issued.

Such a step would be as foolish as purchasing a piece of real estate without first having the title guaranteed by an expert in such matters.

Aside from the danger you run, of having your unprotected invention stolen from you, it is positively a waste of good time and effort on your part to attempt to sell your invention before your application for patent has been filed in the Patent Office.

Having a keen interest in the success of our clients who have become possessed of patents through our efforts, we have made an exhaustive study to ascertain the most effective course to be pursued by inventors in order, if possible, to make an advantageous sale of their patents. After considering a large number of ways of bringing a patented invention to the atten-

tion of prospective buyers, we have reached the conclusion that this end can be most quickly and easily reached by two methods which stand head and shoulders above all others, that have been considered.

First. Personal presentation of the invention by the inventor to those manufacturers, financiers, and other persons known to be interested in devices of the class covered by the inventor's patent, and in whom the inventor has full confidence, such confidence to be based on the well-known business reputation of the parties. As a rule, an inventor will find these classes of people very receptive, and always willing to consider the purchase of protective improvements in devices, which will enable them to produce their wares more cheaply, or of better quality, as they thereby secure a monopoly of a cheaper, superior, or improved article in the competitive fight for business.

Second. That of conducting correspondence with established manufacturers who produce articles of the class to which the patent relates. This course is extremely advantageous to inventors who feel that they do not possess sufficient qualifications to properly present their inventions by personal solicitation and who do not feel inclined to trust others with such an important duty. A properly worded letter addressed to a responsible manufacturer, setting forth the practical and meritorious advantages of the patent, together with a copy of said patent, will most invariably demand attention.

In this connection our clients have at their disposal the services of our Advertising Department to assist them at slight cost in the proper preparation of forceful, convincing letters or printed matter for use in approaching prospective purchasers.

Approaching Your Purchaser

In some instances it is necessary, in presenting an invention for consideration, to submit a complete working model of the device so that its operation may be fully demonstrated.

Frequently, however, a blue print of the original drawing, *such as we furnish free to our clients*, and a copy of the specification and claims as filed in the Patent Office or, if patent has issued, a printed copy of the patent, is all that will be required. Inventors are especially cautioned against submitting rough, unprofessional looking sketches and vaguely written descriptions to prospective purchasers, as in all probability they would not be considered and might injure their chances of possible future business.

Genius and business ability do not, as a rule, travel hand in hand, hence we seldom discover inventors, artists, authors, etc., possessed of the business ability which must usually be injected into any undertaking before it becomes a financial success.

It is for this reason that we have undertaken to aid our clients in disposing of their patent, if possible, and now offer the hearty cooperation and assistance of our competent organization in assisting clients to properly present their patented inventions to those manufacturers, promoters and others whom we deem most likely to consider their purchase.

The greater part of this service is rendered gratis to our clients, in the hope that many of them will be successful in disposing of their patents to the utmost profit and advantage to themselves, but is not intended in any way as representing that we guarantee the sale or disposal of inventions on which we secure U. S. Patent.

We have already been instrumental in enabling clients to dispose of their patents and we are constantly adding to our list of manufacturers and others who desire to consider for purchase patents secured by us. In one month (March, 1916) we received nearly one hundred requests for patents from manufacturers, dealers, etc., throughout the country.

Usual Terms of Purchase

Various manufacturers offer various terms of payment for inventions which they consider available for their use.

Sometimes the patent on an invention is bought outright for a stipulated cash consideration and the inventor relinquishes all his rights in and to his invention.

Frequently the manufacturer agrees to make and sell the invention and to pay the inventor a royalty or percentage on each article sold. This is the best plan if the invention proves to be a commercial success and finds a ready, steady sale.

Perhaps the inventor may go into partnership with others to make and sell his invention, in which case he assigns his patent to the partnership in exchange for a stipulated interest or share in the business.

A popular plan is to organize a Stock Company or Corporation, in which case the inventor usually receives stock in exchange for his patent. If the concern becomes successful, this stock may become very valuable and yield substantial cash dividends. Many of the huge corporations of today had as their foundation some meritorious invention which was properly protected by U. S. patent, for example, The American

Telephone and Telegraph Co., The Victor Talking Machine Co., The Ford Motor Co., The Mergenthaler Co., The Lanston Monotype Co., and many others.

Still other inventors, especially where their invention consists of some simple, inexpensive device, have found it profitable to do their own manufacturing, and either entrust the selling to some sales organization or handle that, too, themselves. Fortunes are being made on simple patented novelties and specialties which may be manufactured at low cost and sold at from 25 cents to \$5.00, at a large profit, and there is always a steady demand for such inventions if possessing sufficient merit.

Our Lists of Patent Buyers

It is part of our regular business routine to keep in touch with manufacturers, promoters, investors and other likely purchasers of patents in order to have on hand at all times a list of parties who have actually signified in writing their desire to consider patented inventions for possible purchase.

This list of Patent Buyers is an ever-increasing one and its possible value to our clients cannot easily be overlooked by the inventor who desires assurance of real, earnest sales-help after the issue of his patent.

After we have filed your application in the Patent Office, we will send you, upon request, a copy of this general list of patent buyers, being names and addresses of firms who have either corresponded with us relative to the purchase of patents, or whose names, as such, we have been able to secure from other sources.

If this general list should be insufficient in your case, we can prepare *special* lists of manufacturers in the line to which your invention belongs, for a very nominal sum, depending upon the number of names you desire. In this way you may get into direct communication with parties likely to be interested in your invention.

Any advice you may desire as to the best method, in our opinion, of approaching possible purchasers, will be given free of charge, and if possible we will put you in direct touch with a likely purchaser as in the case of Mr. F. H. Houghland, whose letters appear on page 74.

Listing in the Official Patent Office Gazette

It is worth mentioning that as soon as your patent has been issued by the Patent Office it will be listed in the *Official Gazette* of the United States Patent Office, together with an illustration taken from your official drawings. This *Gazette* is the

largest and most important patent publication, is issued by the Government and has a tremendous circulation among manufacturers, promoters, and inventors all over the world.

The *Official Gazette* is subscribed to regularly by hundreds of the largest manufacturers throughout the world in order that they may keep informed as to the new inventions and arrange with the patentees to purchase those which may be of particular value to them.

We wish to impress upon inventors that the successful disposal of a patent is not always accomplished in a week or a month. But depend upon it, a meritorious invention will eventually score, and score heavily. All you should do with a meritorious invention at your back is to keep everlastingly at it, and you may rest assured that we will gladly cooperate with you in any way we can, in helping you dispose of any patents we secure for you.

Advertising Patents We Secure

As a special service to our clients we have made arrangements whereby we are able to advertise patents secured by us in the country's leading Mechanical Magazine. This we do at our own expense as soon as the patent issues provided the patentee requests us to do so.

This practical advertising plan means that over one million people are given an opportunity to learn of the new, patented invention, and those who are interested in it may write us for full particulars. The magazine we have chosen is the leader in its field, has over 400,000 subscribers and is read by between 1,000,000 and 2,000,000 people including Manufacturers, Capitalists, Promoters and others interested in new inventions.

We do not attempt to guarantee that this advertising will result in the sale of a patent, in any particular case, but can only do our best, in this way, in an effort to put our clients in touch with possible buyers.

On the following page we have reprinted the correspondence in the case of one of our clients, Mr. F. H. Houghland, showing how we assisted him in disposing of one of the many patents we have secured for him, all of which he has sold.

THESE LETTERS SHOW HOW WE HELPED MR. F. H. HOUGHLAND TO SELL HIS PATENT

February 11, 1916.

Gentlemen:

We received a circular letter from you some time ago, asking if we could use patents. Would say that we are always in the market for patentable articles in the cardboard or folding box line.

We do not like to consider patents of this kind unless the inventor will send us a handmade sample.

Very truly yours,

LINDLEY BOX & PAPER CO.

By L. R. LINDLEY,

President and General Manager.

This Is Our Reply

Lindley Box and Paper Co.,
Gas City, Ind.

Washington, D. C.,
February 15, 1916.

Gentlemen:

We thank you for your letter of February 11, signed by your President, and in suggesting to our clients that they submit their inventions to you for consideration we will advise that they send handmade samples as you request. We are today referring your letter to Mr. Frank H. Houghland, Cincinnati, Ohio, who we feel sure will be able to submit something of interest to you.

This Is the Next Letter We Received

March 1, 1916.

Gentlemen:

Enclosed find P. O. Money Order for \$25.00 for balance of your account on patent of Frank H. Houghland, of Cincinnati, Ohio, serial No. 37837, filed July 3, 1915, allowed September 4, 1915.

We have bought this patent of Mr. Houghland, and he desires you to assign it to us in full, as we have bought all rights, and have it issued as soon as possible.

Very truly yours,

LINDLEY BOX & PAPER CO.,

By L. R. LINDLEY,

President and General Manager.

We Also Received This Letter from Mr. Houghland

March 1, 1916.

Gentlemen:

Referring to yours of the 21 ulto. regarding serial No. 37837, would say that I have this day sold this patent to the Lindley Box & Paper Co., of Gas City, Ind., for a specified sum of money and certain other considerations.

Very truly yours,

FRANK H. HOUGHLAND.

The above letters speak for themselves and show how we assist our clients, whenever possible, to dispose of their patents.

Our Lists of Possible Buyers

Selling a patent, like selling anything else, resolves itself into first finding out what people or class of people are most likely to be interested in it and then presenting it for their consideration in the most forceful manner possible. In addition to having a classified list of all manufacturers who have actually written us regarding patents which they want to purchase, we have a further classified list of all American manufacturers in all lines, so that it is a simple matter for us to furnish our clients with the names and addresses of those firms who are "most likely to be interested" in inventions of the nature of theirs.

We consider it our duty to our clients and to ourselves to assist them in getting into communication with prospective purchasers of the patents we secure.

RAISING MONEY TO PAY FOR SECURING A PATENT

Obtaining Financial Assistance

Where an inventor has not the means to procure a patent for his invention he should first consult us regarding our Credit System. If unable to meet the liberal terms we will make him to suit his case, we would suggest that he endeavor to interest someone in his vicinity to whom he can personally explain the merits of his invention, and agree to assign to such person a part interest therein, in consideration of the fees necessary to secure a patent. When this has been effected we shall be glad to prepare the required assignment. Our Certificate as to Patentable Subject Matter has been of great assistance to inventors without funds, as it gives the capitalists the necessary assurance of probable patentability to justify them in advancing the necessary money. In order to protect your interests while seeking to interest capital in your invention, we recommend that you forward us sketches and description, duly witnessed, of your invention, which we will place in our secret files, and in case an attempt should be made to pirate the invention, we would then be in a position to establish proof of your invention.

In seeking financial assistance we advise that you first approach friends or relatives and those in whom you have implicit confidence. Avoid the promiscuous disclosure of your invention before your application is filed; in fact, to be on the safe side have us file your application as soon as possible and take no chances.

We Do Not Finance Inventions

Inventors often write us offering to sell us their inventions—to give us an interest if we will pay the fees, or to pay us a sum of money after the patent has been secured and sold, if we will advance the fees. We are obliged to reject all such offers, principally, because it is a fact, that a patent lawyer cannot properly represent inventors before the patent office or the courts if he himself is financially interested in inventions which might be affected to his profit or loss, by such a decision as he would naturally be obliged to strive for in serving his clients. It would mean that we would be obliged to refuse to handle cases covering inventions which were in any way similar to, or which could, if patented, have any bearing upon those inventions in which we had become financially interested.

In most cases the liberal terms of our Credit System make it possible for inventors in temporary financial straits to place their cases with us, and to pay us as our work progresses. If not, there is always the possibility of being able to interest friends or business acquaintances just as thousands of other inventors have done. In this connection our Certificate as to Patentable Subject Matter should prove of valuable assistance to you.

Manufacturing and Selling Before Issue of Patent

Every inventor has the right, when he has an application for patent pending in the Patent Office, to manufacture and sell his goods, and to mark them "Patent Applied For."

This means that as soon as your application for patent has been filed in the patent office, you can start manufacturing and selling your invention, even though the patent is not actually issued.

Thus you may have an opportunity to at once start realizing, financially, on your invention, as many other inventors have done.

A great many of the widely advertised, and successful devices put on the market from time to time, are first manufactured and sold while the patent is still pending. You have no doubt noticed the words "Patent Applied For," or "Patents Pending" on articles which you have bought.

Important Features of Our Service

We cannot urge upon you too strongly the care you should exercise in selecting your patent attorney. In fact, the Commissioner of Patents himself in the official book, "Rules of Practices in the United States Patent Office," advises inventors as follows: "To employ a competent attorney, as the value of patents depends largely upon the skillful preparation of the specification and claims."

In order for an inventor to secure the fullest protection warranted by the novelty of his invention it is absolutely essential that his interests, in the procurement of a patent, have the personal care and attention of a skilled patent attorney, for otherwise, though no difficulty be experienced in obtaining the patent, sooner or later, and just at a time when success seems to be in his grasp, the discovery is apt to be made that his patent, upon which he has depended to bring him financial profit, is so unnecessarily limited and restricted in the protection it affords that it is practically worthless and he finds that his time, money, and labor have been wasted.

With the inventor the incentive of his efforts is financial remuneration as a dividend on his genius. It is a practical business proposition with him, with financial gain as the goal, or he would not devote his time nor his money to the business. Therefore, let us say, that a patent attorney with professional standing occupies as important a position with respect to an inventor as steam to a locomotive. Without the assistance of a competent patent attorney the genius of the inventor is often rendered valueless. Without steam the value of the locomotive as an aid to transportation is nil.

Our qualifications and professional standing as patent attorneys are universally recognized, and therefore we feel justified in soliciting the business of inventors and such others as may desire skillful and capable service in patent matters of any nature whatsoever. We will gladly furnish on request from you the names of clients for whom we have handled patent business and who, in every case, have nothing but the highest praise for our methods.

Our Competent Organization

We deem it important to inform those contemplating entering into business relations with us that Mr. E. Hume Talbert, the senior member of our firm, is duly registered in the U. S. Patent Office as a Patent Attorney.

All patent and legal matters entrusted to us are handled personally by, or under the direct personal supervision of, one of the members of our firm.

Ours is a completely organized staff of experts in their respective lines who are thoroughly capable of handling in a most efficient manner the important work of our clients which is entrusted to them.

The following departments make up our efficient business organization:

Search Department, through which all searches of patent office records pertaining to patents, trade-marks, etc., are properly made and reported to the proper parties for final review and opinion as to the probable patentability or registrability of the respective matter.

Correspondence Department, which handles the general correspondence from inventors, clients, manufacturers, investors, the United States Patent Office and others. It is the aim of this department to answer promptly all correspondence on the day it is received in our office.

Specification Department.—Upon the shoulders of this important department falls the grave responsibility of preparing the necessary application papers, including the specifications and claims in connection with every case which goes through our offices. This may call for papers covering a simple device such as an improved clothes pin or a complicated mechanical structure such as an automatic train controlling device or a new system of wireless telegraphy.

Drafting Department.—In this department all of the Official Patent Office drawings required in our various cases are prepared by skilled draftsmen whose long association with patent attorneys and knowledge of the necessary requirements, equips them to properly illustrate the necessary and salient features of each invention.

Legal Department.—To this department are referred all legal questions and matters within the jurisdiction of the courts such as infringement, damage, and breach of contract suits, etc. It also handles the preparation of legal documents, contracts, etc., as may be needed by our clients.

Foreign Patent Department.—All matters pertaining to the preparation and prosecution of patent and trade-mark cases in the foreign countries are handled through this department in conjunction with our agents in the capitals of the various important countries. As the proper protection of the rights of our clients often depends upon the securing

of valid foreign patents this branch of our work is given special attention.

Filing and Record Department.—The work of this department is of the utmost importance as upon it depends the proper filing and recording in our office, of all correspondence, drawings, models, and data pertaining to the inventions of our clients and others and the filing at the proper time in the Patent Office of application papers, amendments and all other papers connected with our client's cases.

This department, by a clever system, keeps a close watch on the progress of every case and keeps the client warned of possible pending abandonment or lapse of his case.

When you employ Talbert & Talbert you have at your disposal the services of our entire organization, if necessary, in the proper handling of your case, whether the amount involved be large or small.

Prosecuting Cases Filed by Other Attorneys

Frequently inventors write us regarding the prosecution of cases which have already been filed for them by some other attorney whose services are not satisfactory, or by the inventor himself.

In such cases you should write for our blank "Power To Inspect," which will be promptly sent you to be filled in, signed, and returned to us. On receipt of this paper we will promptly inspect your case in the Patent Office, advise you of the true condition thereof, and quote our charge for properly completing its prosecution.

We are proud to say that we have been successful in the prosecution of cases where others have failed completely to procure an allowance.

Our Methods

A patent attorney to properly serve his clients must see that the methods he employs in his practice are above reproach and in accordance with the Rules of Practice prescribed by the United States Patent Office.

We openly invite the closest investigation of the methods employed by us in every branch of our practice. If you have friends in Washington ask them to call upon us—have your Congressman or Senator investigate our references—or you may write to any of our clients whose names appear herein, in which case we advise that you enclose a stamped envelope for their reply.

Our Charges

In every case placed with us we charge a reasonable amount for the preparation and prosecution of the application.

Our work is invariably of the highest grade and every case entrusted to us is prepared and prosecuted by, or under the direct supervision of, one of the individual members of our firm.

It has frequently been remarked that, despite the exceptionally high-grade of our service and the excellent results we have secured for a large percentage of our clients, our charges are no higher than, and in many cases not as high as, those of other attorneys rendering inferior service.

Our charges are as low as is consistent with the very best grade of professional and technical service, and no attorney, even though his charges be double our own, could possibly render more efficient and valuable service.

Cheap patent work never pays the inventor any more than it pays to employ a cheap doctor, dentist or other professional man. Good work of any kind costs more because it is worth more.

Our Clients Recommend Us

Our most valuable asset is the good will of our ever-increasing list of satisfied clients who are continually recommending us to their friends and inventors in general.

A generous proportion of our growing practice is procured through the recommendations and praises of our clients.

Mr. Harry Verwer, of Oakland, Cal., remarked in one of his letters, "I placed my case with you because everyone out here who knows you is a booster for you."

Scarcely a day passes that does not bring one or more letters from inventors who want to place their work with us because "so-and-so" spoke so highly of the work we did for him.

To more fully realize just what our clients think read the letters from some of them which we print herein, and note the following list of just a few of our satisfied clients:

REFERENCES

Note.—Should you write to any of the following parties concerning us, kindly **enclose a stamped addressed envelope for their reply** as none of these parties are under any obligation to us to answer any letters addressed to them. **Other names of clients in or near your locality will be furnished on request.**

E. J. ABBETT, 1315 Harvard Street, Houston, Tex.

HENRY BAKEWELL, 44 Billing Street, Lowell, Mass.

HARVEY B. BEACHLER, Surrey, N. Dak.

LYLE C. BECK, Windsor, Ill.

E. J. BENEDICT, 1021 Jackson Avenue, Memphis, Tenn.

WM. BLOOMBERG, 21 Rutgers Place, Passaic, N. J.

FRANK BROSMAN, 2016 Ingersoll Avenue, Des Moines, Iowa.

LUTHER C. BROWN, R. F. D. No. 4, Chandler, Okla.

E. B. BURRELL, 410 St. Paul Street, Baltimore, Md.

JAMES CERNEY, Sergeant 16th Co., Jefferson Barracks, Mo.

M. C. CUTTLE, 37 Ponce de Leon Avenue, Atlanta, Ga.

HUBERT T. DEALY, Milton, Ore.

WILLIAM DUNNING, Tegarden, Okla.

FRED R. FALKENSTEIN, 3504 Fairview Avenue, Baltimore, Md.

ANTHONY GIARDINO, 27 Hillboro Avenue, Brockton, Mass.

RICHARD J. GIBBONS, Q. M. Sergt., Q. M. C., Fort Rosecrans, San Diego, Cal.

GEO. J. GOTTY, care of Novelty Light Co., 50 U. S. Trust Bank Bldg., Jacksonville, Fla.

JOHN J. HILL, P. O. Box 1326, Topnoah, Nev.

ROWLAND HILL, 4438 Alleham, Sta. F, Cincinnati, Ohio.

W. P. HOLT, 206 Fisher Street, Jonesboro, Ark.

FRANK H. HOUGHLAND, 504 East Fifth Street, Cincinnati, Ohio.

NORMAN HUNSBERGER, Box 5, Santa Barbara, Cal.

C. J. HUELSENKAMP, 800 Avenue D Extension, Miami, Fla.

C. A. JOHNSON, 616 Avenue I, Galveston, Tex.

W. J. KEEFE, 672 Maple Avenue, Blue Island, Ill.

WM. H. KELLY, 346 Moody Street, Waltham, Mass.

L. T. KENNY, Box 174, Hawarden, Iowa.

C. A. LEY, 1920 Warner Avenue, Chicago, Ill.

WALTER J. LIDDLE, 543 Fourth Street, Milwaukee, Wis.

S. R. M. MALLOCH, Gen. Del. P. O., 9th and Market Streets, Philadelphia, Pa.

L. M. MAYNE, Winder, Ga.

FRED MILLER, R. F. D. No. 1, Silver City, Iowa.

W. I. MILLER, 1265 West 2nd Street, Cleveland, Ohio.

MICHAEL D. MURRAY, 186 2nd Street, Ambridge, Pa.

W. T. PHILLIPS, 127 King Street, Hampton, Va.

ADOLPH A. RACKOFF, 526 Wallace Avenue, Wilkesburg, Pa.

J. L. REICHERT, Boyne City, Mich.

W. J. REID, Dobson, N. C.

FREDERICK H. SCHUMACHER, 33 Grant Avenue, Jersey City, N. J.

WM. H. SHERMAN and J. F. MCGINNITEY, Rooms 1, 2, 3, Donnell Court Bldg., St. Joseph, Mo.

E. D. SMITH-GREEN, 26-28 West 137th Street, New York City.

CLAUDE W. STEWART, 427 Winchester Avenue, Martinsburg, W. Va.

C. C. STUBBLEFIELD and F. C. HAWKINS, Rogers, Ark.

F. E. SUMMERS, Memphis, Mo.

S. SVENDSEN, R. F. D. No. 1, Espanola, Fla.

HARRY SAMUEL THROCKMORTON, 1226 Live Oak Street, Muskogee, Okla.

A. A. TURNAGE, Hotel Thomas, 969 Mission Street, San Francisco, Cal.

JOSEPH F. WATTS, 603 Willow Street, Jackson, Miss.

JOHN D. WERTIN, Cokedale, Colo.

WEST COAST SPECIALTY CO., 100 North Fifth Street, Portland, Ore.

F. C. WRIGHT, care of A. N. Whitman, Halifax, N. S., Canada.

Patents and "Patents"

There are any number of inventors who think that a patent is a patent under any circumstances as long as it bears the ribbon and seal of the Patent Office.

But there are **STRONG PATENTS** which properly cover and fully protect the invention and **WORTHLESS PATENTS** which do not.

We have won the enviable reputation of striving to the utmost in every case we handle to secure the allowance of the broadest claims which will secure to our client the fullest possible protection.

It has been our persistence in the prosecution of cases which has enabled us to win where other attorneys have failed and which has caused inventors to place cases in our hands after having dealt with other attorneys for years.

You don't merely want a "patent"—you want a protective patent which covers every patentable detail of your invention and which you will not feel ashamed to submit for the consideration of any manufacturer or expert in the land.

Let us secure your patent and you will be assured of the broadest possible protection.

We Are Noted for Our Promptness

Promptness on the part of the inventor is of little or no avail unless it is linked with equal promptness on the part of his attorney in the preparation, filing and prosecution of his case.

We can properly prepare your application papers and have them on file in the Patent Office in less time than it would take some attorneys to fully grasp your invention.

If you appreciate the importance of promptness in Patent matters, you should place your business in the hands of attorneys who are noted for their promptness as we are.

Coming to Washington

It is rarely ever necessary for an inventor to come to Washington in person in order to have us file his application for patent. Where we deem it necessary the inventor is so advised by us and those who particularly desire to call upon us will be more than welcome and may make our offices their headquarters while in Washington.

How to Send Models, Etc.

In sending sketches or drawings to be searched, we advise that you wrap them securely and send by Registered Mail, especially if remittance of any amount accompanies them. Send models by insured Express or Parcel Post.

Do not send letters or remittances wrapped with models, but be sure to label models inside of the wrapping with your name and address.

All sketches, models, photographs or other data are properly dated and marked for identification on reaching our office.

Keeping in Touch with Manufacturers

It is part of our service to our clients in general to keep constantly in touch with manufacturers in various lines, who are most likely to be in the market for the purchase of manufacturing rights to new patented inventions of merit.

All correspondence from manufacturers is classified and their names comprise our general lists of patent buyers.

We will appreciate being sent the names and addresses of any firms or individuals interested in the purchase of patents and guarantee to heartily cooperate with them in arranging for the purchase of patents from our clients.

A Final Word

In closing, the most important thing we can say is but a repetition—"Delays in Patent Matters Are often Dangerous," and we cannot impress upon you too strongly the importance of sending us a sketch, model, or photograph of your invention at once.

We will immediately search the Patent Office Records and will advise you promptly whether or not in our opinion your invention is patentable—if so, we can then proceed with the preparation and prosecution of your case on receipt of instructions from you.

Keep this book and read it often—refer to it—and may this mark but the beginning of a long business relationship which we shall do our best to make mutually agreeable and satisfactory.

IMPORTANT

DO not fail to read our "What To Invent" Section on pages 86 to 99.

This section includes over 150 suggestions of inventions and improvements which you may be able to conceive, including 30 inventions for which the present war has either created a demand or increased the demand already existing.

**READ "WHAT TO INVENT"
CAREFULLY!**

WHAT TO INVENT

IN presenting the following suggestions to inventors we make no pretense whatever, nor would we wish inventors to believe that no patents have been granted for the *classes* of invention covered by these suggestions.

What is particularly wanted is devices which in themselves possess superior merits to those now in use, or, in other words, *improvements*.

There are scores of inventions and improvements wanted which are not covered by this list, and which will readily suggest themselves to inventors who keep abreast with the times.

1. An automatic self-inking proof roller.
2. Devices for conveniently keeping record of telephone messages sent.
3. White indelible ink, for marking black clothing, would find a ready sale.
4. A practical self-inking typewriting machine, dispensing with carbon ribbons.
5. A blotting substance of increased absorbent nature which is better than blotting paper.
6. A substitute for tar or metal as a roofing material. Cheap, durable, and waterproof.
7. A new and perfect artificial fuel, compounded from natural products, and cheaper than coal.
8. A device for quickly and effectively cleaning hair brushes. Also toilet articles of general use.
9. New systems of house heating and ventilation are in demand. No perfect system is yet in use.
10. A practical automatic cut-off safety gas cock, whereby the flow of gas is permitted only when lighted.
11. A process and apparatus for drawing electrical energy from the atmosphere and storing it for use.
12. Means for braking cars and other vehicles which will be quick-acting, and will not "flat" the wheels.
13. A practical device for regulating incandescent electric lights which can be turned partly off or on like gas.
14. Type-setting and casting machinery on the plan of the "linotype," but more simple and easier in operation.
15. Improved electrical conductor, lessening resistance to the current and loss thereby by leakage and radiation.
16. A noiseless typewriting machine is greatly needed. All workers in modern offices will appreciate this invention.
17. Fashionable confectioners want a box which cannot be repacked with confections of an inferior grade without discovery.
18. A tough transparent substitute for glass, which will not crack under a high degree of heat, and will withstand a great strain.
19. A perfect fire-proofing compound, which will not injure the materials to which it is applied, and which is safe and inexpensive.
20. An improvement in doors similar but superior to the "revolving door," which has been a financial success, but has some objections.

21. Improvements in key action, carriage movement, ribbon and other parts of writing machines, to cheapen the cost and enhance speed and accuracy.

22. A simple cork extractor which will not break up the cork and cause portions of the latter to fall into the bottle will satisfy a general demand.

23. A simple and effective coffee mill for domestic use, provided with means for regulating the degree of fineness to which the coffee is ground.

24. Improved machinery and apparatus for curing, stripping, and packing tobacco. The present methods require much space and great loss of time.

25. Special machinery for shoe-lasting, book-binding, metal-working, and other purposes. Improvements upon machinery in general use are often very valuable.

26. A safety envelope that cannot be opened without detection is greatly desired. There are some inventions in this line, but there is still room for improvement.

27. An invention for holding up a lady's skirt when walking in the street would be highly appreciated by the ladies, especially if they are encumbered with bundles.

28. A more sensitive and accurate diaphragm for telephones, phonographs, and similar instruments, whereby the sounds produced will be clearer, louder, and more natural.

29. Journals for car and other axles have been much improved, but "hot boxes" are still of frequent occurrence. Improved metals for anti-friction bearing can be patented.

30. A preserving compound for wooden piles is desired on the Pacific Coast that will make piles immune from the attacks of teredos and other forms of destructive marine life.

31. A washboard with soaping apparatus or means embodied therein, and so arranged that the soap would be applied by the action of rubbing, would be a profitable invention.

32. Ingenious articles of utility formed of wire bent from a single piece, and therefore extremely cheap. This applies particularly to household and store fittings and simple implements.

33. An ink bottle which will permit of the insertion of a pen point therein, will provide a regular depth of dip for the pen point, and will prevent the evaporation of ink contained in it.

34. An improvement in printing presses to do away with the necessity for an elaborate make-ready. Much time is lost in overlaying and underlaying forms that would be saved by such a device.

35. An invention is desired which will make a horse secure on his legs on slippery pavements.

36. New construction of boats and methods of boat propelling. Something better than paddle wheels or screws. Water drawn in at the bow of the vessel and forcibly expelled at the stern has been tried.

37. A better type of fixed ammunition for rapid-fire guns is greatly desired. We would suggest a caseless charge compressed in the form of a solid cylinder and attached in some manner to the base of the projectile.

38. A safety stirrup, one that would be so arranged by a spring or otherwise that instead of holding the rider's foot when a horse falls, the weight of the rider pulling backward or downward would cause the release of the foot.

39. Why cannot a system of bundle carriers, such as are used in dry-goods stores, be devised for public restaurants? The advantages of such a system are many, and would effect a great saving of time and labor.

40. An automobile street sweeper is also desired—one that will sweep the dust direct from the street into a dust bin carried by the machine where

it could be dampened, thus causing no dust to be thrown out during its operation.

41. New labor-saving means in washing, wringing, drying, and ironing clothes would be profitable and should have a ready sale in the market. Laundry improvements, when properly protected, are always appreciated and have a quick sale.

42. New compositions of matter. Dyestuffs are patented in great numbers, and some very valuable. Mere prescriptions cannot be patented, but new chemical compounds, such as phenacetin, are patentable, and often yield great profits.

43. Improvements in apparatus for generating and using acetylene gas are now especially wanted. This gas has been proved a valuable illuminating medium, and simple means for safely generating and storing and using it are valuable.

44. A practical crude-oil burner. There are two main lines of invention in this class. One is for supplying the oil mixed with steam for combustion, and the other is for turning it into vapor and mixing it with air, burning it in that form.

45. A motor plow that could be easily handled and operated would revolutionize existing agricultural methods. Besides the motor plow, there are other farm implements where the principle of the automobile could be applied to advantage.

46. There is a great demand for an automatic telephone exchange, by means of which connections will be made automatically, greatly facilitating the service, and doing away with salaries of large numbers of persons usually employed at the exchange. Recent experiments of Dr. Pupin have demonstrated that the Trans-Atlantic telephone is feasible. Quadruplex machines will also come in time, and it may be as easy to send four or five messages over a single wire by the telephone as it is by the telegraph now.

47. A storm-proof cover and sun-shield for standing crops, such as choice garden products. A cover which is cheap and simple, and can be easily manipulated. Hundreds of thousands of dollars' worth of crops are destroyed by the elements annually.

48. The need of a practical spark and cinder arrester for use on railway locomotives is apparent to all who travel, as frequent fires are ignited by the sparks, and the cinders have a disagreeable habit of making known their presence in various ways.

49. An apparatus for utilizing the great cold-producing power of liquefied air to cool houses in summer. The time may not be far distant when houses can be provided with an ice plant or cooling room which will be operated by simply turning on a spigot.

50. A bottle for containing mucilage which is so constructed that when the brush is in place a complete closure of the upper end of the bottle will be effected, and which will prevent the gumming and sticking of the brush to the inside of the neck of the bottle.

51. A bottle or stopper therefor so constructed as to prevent the bottle from being filled a second time. Manufacturers of proprietary compounds, liquors, perfumery, sauces, etc., are on the lookout for something practical of this kind which can be manufactured at a small cost.

52. Another field which has not been successfully exploited is the shucking of oysters and clams. Any simple mechanism for accomplishing this object would, in all probability, prove an immensely valuable invention, as the present hand work is necessarily slow, tedious, and expensive.

53. Removing coke from ovens. Perhaps the most serious drawback to the production of coke is the apparent impossibility of removing the coke from the oven without cooling the oven. The process now employed of cooling the oven with water generates steam which affects the structure of

the oven injuriously, and materially lessens its usefulness and durability. A practical process for removing the coke without cooling the oven will be an invention of unusual value, as it will save thousands of dollars annually to the coke industry.

54. An automatic stoker to replace firemen on locomotives is sure to be adopted in the near future.

55. An electric flat iron, so constructed that it could be heated by electricity and propelled by it, but controlled by the hand of the user, would be a blessing to thousands of hard-working housekeepers who do their own ironing, and to all laundry workers.

56. A machine which will pull or throw up beets and other like products out of the ground, and top and clean the same, would also be a valuable invention. Such a machine might resemble a self-binder or analogous harvester, and should include mechanism to withdraw the beets or other products from the ground, convey them upwardly by means of an endless belt, in accurate position, to knives or cutters where they could be chopped, and from the knives or cutters pass through a cleaning apparatus or means.

57. An economic means of absorbing the vibration of both electrical and steam motors in automobiles is a desirable invention. This means should be light in weight and inexpensive. The vibration of the motors in automobiles tends to rock and strain the bodies of the latter, and at present cumbersome vehicle constructions are necessary to withstand the wear and tear. Means for muffling the noise or sound emanating from automobile motors is also desirable. Means for condensing exhaust steam in locomobiles without obstructing or retarding the exhaust, and to automatically relieve such means of the water of condensation, either by exterior outlet or returning it to the boiler or feed pipe. An absolutely safe structure to prevent explosion or injurious results due to the new use of vapor or gasoline engines or motors in locomobiles, such as thermal or heat controlled vents, valves, and similar devices in conjunction with the vapor or gasoline supply tank and cylinders.

58. In order to cheapen the manufacture of acetylene gas, some means will have to be discovered for economically producing magnesium carbide to compete with calcium carbide now commonly used, and from which less gas can be produced than from a corresponding quantity of magnesium carbide. Those inventors who operate in the field of chemistry will find it profitable to experiment in an economical production of magnesium carbide.

59. The man who invents a really practical corn husker which will husk standing corn is assured of a fortune. As in the case of the trying work of picking cotton, but little help has been given to the farmer by the inventor. Numerous attempts have been made, but none of the machines constructed have proved practicable. One of the latest is a combination of the corn binder and the husker and the shredder, which is attached to the ordinary farm wagon. The fingers of the husker collect the stocks and convey them to the rollers of the shredder, where the husks are removed and the ears elevated to wagon box. The principle seems to be all right, but the practicability of the machine is yet to be demonstrated. Some day the successful machine will appear.

60. A cotton picker to replace the ordinary methods of picking cotton by hand is desired by cotton raisers, and if a successful machine of this class is produced the inventor will receive a well-merited income therefrom.

61. A telescopic or folding umbrella that can be easily and quickly reduced to complete form and when folded will not be cumbersome and bulky would be a valuable and most profitable invention. Many attempts have been made to accomplish this result, but such complex and expensive structures have always been presented in the known folding umbrellas that they have been of small commercial value.

62. A prize of 1,000 francs (\$163) will be given the inventor who shall produce a glove that can be used by electrical workmen to safeguard them from accident. The premium is offered by the French "Accidents to Workman Assurance Association." The conditions are that the gloves must cover the forearm as well as the hands; that they must be light and leave the utmost liberty to the worker. If none of the devices submitted come up to the required standard, the prize will be divided among those inventors who most nearly approach it.

63. A bottle containing poisons having a practical device for attracting the attention of those handling the same, or to indicate by some means that its contents are of a poisonous nature, is in demand. The device or structure for notifying the user of the dangerous character of the contents of the bottle can be applied either to the neck, body, or stopper of the bottle, but in devising such indicating means care should be taken to avoid cumbersome or impracticable structures.

64. The use of aluminum for the manufacture of small articles such as spectacles and eye-glass frames and the like is prohibited by reason of a failure to successfully solder separate aluminum parts to complete a full organization of members of such devices. In the arts generally the use of aluminum is also prohibited where it is necessary to connect separate parts by reason of a lack of a proper solder for this purpose. The inventor who discovers an economical means of soldering aluminum will reap a considerable fortune.

65. Owing to the destruction of pasturage, cereal crops generally, and growing vegetables, by prairie dogs, gophers, and similar small animals, serious havoc has resulted from the inroads of these pests. Attempts to practically exterminate them have failed. An economical method or means for this purpose would be very valuable. The extermination of these pests can be effected, in all probability, by some yet undiscovered simple destroyer, either of a chemical or mechanical nature.

66. Find a substitute material having all the characteristics and advantages of yieldable India rubber and your fortune is made. Owing to the enormous consumption of this substance, the expense of commercial production and the rapidly growing scarcity of the natural product, due to the reckless destruction of trees and plants which are the source of the same, the rubber output is becoming diminished, and its commercial value correspondingly increased every year.

67. Many devices and various kinds of apparatus have been produced for extinguishing fires in the holds of vessels. This field of invention is still ripe, however, for the harvest of fertile brains of inventors, and a simple effective extinguishing means of a comparatively inexpensive nature that will not obstruct the capacity or operate in a manner to contaminate the cargo of the hold of a ship will result in a magnificent remuneration to the fortunate inventor who discovers the same.

68. There is a demand for a painting machine of simple construction, embodying a gang or series of revolving brushes operated by electricity or direct mechanical means or by compressed air, and to which the paint may be fed by a conduit running to a supply tank or receptacle. If compressed air be the operating means the paint from the source of supply could be forced upwardly to the brushes by such air, and moreover the application of the paint to a surface of a building or other device could be more evenly spread by compressed air.

69. A simple and absolutely reliable spring-cushion device or analogous buffer to prevent accidents and loss of life from falling elevators is wanted. A magnetic check, automatically energized by a pre-determined slack in the cable through the medium or intermediate device, would also be advantageous as a safety device for an elevator. There is also room for im-

provement in automatic closers for elevators. In this class of inventions, the usual disadvantageous forms of dumb-waiters might be replaced by more economical and practical structures, and numerous automatically operating devices, both mechanical and electrical, could be devised for raising and lowering such waiters.

70. A very convenient and profitable invention would be an automatic signal to notify icemen, grocers, butchers, milkmen, or other tradesmen when they are wanted. Such a signal might be located at the front of a residence and operated from the interior of the latter, so that the tradesman desired could see the same in passing and take an order without requiring anyone in such residence to go to the place of business of the various tradesmen.

71. New principles in cash-registering means and purchasing indicators are always in demand and anxiously sought by the manufacturers of cash registers. Cash registers as now manufactured are more or less expensive and embody complex features. A departure from the ordinary methods of cash-registering constructions, with quick, practical results and efficiency, would be a source of substantial income to the fortunate inventor devising and protecting the same.

72. An improved method or means of exterminating flies, roaches, and other similar pests in houses, hotels, and restaurants is greatly desired. The means now employed are rarely effective and are frequently of such an extremely poisonous nature as to be dangerous in their use. Within this same class of invention, practical means of exterminating mosquitoes is also desired, particularly in view of the fact that recent experiments have demonstrated that mosquitoes spread the germs of malaria, yellow fever, and kindred diseases.

73. A practical household ice machine in connection with a refrigerator which could be operated by a water or other similar motor, would be a valuable invention. In devising a machine of this class it is suggested that means be provided for producing the ice directly in the refrigerator, and if some inexpensive chemical or electrical means for this purpose is discovered a long-felt want will be supplied.

74. A practical, cheap, and efficient pocket match box, which will be constructed and operated by simple manipulation to deliver one match at a time, would be a most valuable acquisition to this class of devices. There is a demand for an improvement in the usual form of match boxes, in view of the fact that those that have heretofore been devised were of such a complex and expensive nature that they had but a limited commercial value.

75. A boot-blackening machine for effectively polishing the parts of a boot or shoe and operated by the nickle-in-a-slot principle is wanted, and would be a profitable field of invention in which to enter. Such machine would have to include a motor and mechanism for applying and rubbing on the polish, and might be in the form of brushes or textile bands, or both.

76. If incubators are made that are mechanically regulated and held to a given degree of heat, with an electric bell to call when there is need of attention, why cannot a cook stove be produced on the same plan? This stove should contain a series of ovens controlled by thermometers and equipped with a simple electrical appliance to call when there is danger. The heat in one oven could be regulated to cook meat, eggs, and other albuminous foods; another oven to be regulated for boiling purposes. In another the heat could be regulated for baking bread, etc.

77. Printing without type. Not only has this been accomplished by the Inventor of this system, Mr. Friese-Green, but he has actually succeeded in printing in colors without the use of any pigment whatever. This process is accomplished through the use of electricity and can be applied

to any press, it being only necessary to remove the ink roller. This invention opens up an endless field of invention.

78. There is a great demand for a practical wall-papering machine. By this is meant machines that are readily portable and to which the paper may be easily applied and delivered therefrom to walls or ceilings by a simple operation. A machine of this character, embodying features to permit the operator to stand at a distance from the wall to be covered and dispose the machine at the proper angle to the wall or ceiling as to obtain a square application of the paper, will solve this problem.

79. A practical musical instrument which shall produce orchestral music including the representation of a violin, cornet, trombone, flageolet, flute, and piccolo, bass viol, snare and bass drum, leaving the expression of the music under the control of the operator. Also, in connection with such instrument, a machine for preparing perforated sheet music with which to operate the musical instrument.

80. Many attempts have been made to practically cool and ventilate cars by replacing vitiated air with successive or continuous charges of fresh air from the exterior. Some of these have been more or less successful, but in the present systems, under the most favorable circumstances, the apparatus used materially adds to the expense of the car equipments, and in some structures the thorough ventilation and cooling of a car is not effected equally throughout the interior area.

81. Inventions for the utilization of waste products, or by-products, resulting from the treatment of various articles or commodities in manufacturing, are always successful if practical and meritorious. For example, the numerous so-called "waste products" of the packing houses of Chicago and other places are turned to account, and are probably as profitable as the meat or principal product. In the same manner waste and by-products of soap factories, dye works, and numerous other establishments are utilized and made sources of profit. Inventions resulting in the utilization of such common waste products as ashes, furnace slag, sawdust, and oyster shells cannot fail to prove successful on the market.

82. The utilization of the sun's rays for mechanical purposes is now actively engaging the attention of inventors. The most practical apparatus up to the present time is one recently tested in Southern California. It consists of a large reflector in the shape of an umbrella with the top cut away. The inner surface is lined with numerous small mirrors, which concentrate the sun's rays and direct them upon a boiler located within the reflector.

83. After centuries of use, the cork-closing bottles are passing slowly away, and rubber, metal, glass, pasteboard, and pulp coverings are taking the place of cork. Success awaits the inventor who hits the popular taste for a cork substitute. Fruit jars have long had patent tops; beer is seldom sold in any other way; and milk is now put up in bottles that have little covers of metal. Citrate of magnesia bottles have now a special stopper of their own. Rubber corks are made in great quantities, and glass tops to ordinary corks are made for the high-class drug and perfume trade. The mechanism now coming into use for the soda and beer bottles, and fruit jars as well, is the eccentric one in which a double wire loosely clasping the neck of the bottle, when pushed up, raises the stopper cleanly and easily.

84. There is a large fortune in store for some energetic inventor who will devise a bob-sled or the like having practical means of propulsion controllable within the confines of the body of the sled and departing from the usual gripping or traction wheel devices heretofore invented for this purpose. A valuable feature of construction in automobile sleds would be means for practically ascending grades or hills by step movement, and also to have the propulsive or operating mechanism capable of being thrown out

of contact with the surface over which the sled is moved to adapt the latter to descend grades by its own momentum. Reliable steering devices for a sled of this class would also have to be provided.

85. Sooner or later the faithful tow-path mule will be emancipated. Attempts have been made to propel canal boats by the trolley system, but thus far without complete success. Two obstacles must be overcome before practical success is reached. One is the provision of means for maintaining the trolley in effective contact with the conductor, and the other the prevention of "side wash" or undue disturbance of the water which undermines the canal banks. The benefit to the shipping public which would result from a more expeditious canal service cannot be estimated.

86. In a railroad disaster in the tunnel of the New York Central Railroad great destruction of property and loss of life ensued from the explosion of the Pintsch gas reservoirs. The use of gas is therefore shown to be as dangerous as the car stove, and the discovery of some illuminating means that will not tend to fire the same in the event of accident will prove to be a valuable invention.

87. There is great demand in eyeglasses for some means of practically securing the extremities of the nose-spring, the nose-pad arms, and the posts secured to the lenses which will resist accidental loosening and annoying movement of the lenses. Many attempts have been made to successfully arrive at this result, but they are all more or less disadvantageous, and the means heretofore used have been either cumbersome or weaken the strength of the parts which they engage. Everyone seems to have followed the old plan in the use of a screw, and if someone should devise a simple and positive means for securing the parts of an eyeglass without the use of screws, and without detracting in the least from the strength of said parts, immediate adoption of such device would follow.

88. Another promising field is that of single-rail railways, commonly known as "mono railways." There is room for great improvements in this class of inventions, both in the structure of the railway itself and in cars adapted thereto. Recent European experiments in mono-railways have demonstrated the wonderful advantages of single-rail tracks, both in speed and safety; and the near future may witness the practical development of this class of invention.

89. Prairie fires. This subject offers an opportunity for inventors to devise a machine for moving over the ground surface similar to a horse-rake or cultivator, having means for burning the grass down to the ground for a space of about 8 or 10 feet in width, using gasoline to ignite the grass, and a train of steel brushes or other devices to extinguish the flame before it is permitted to spread, thus creating a fire guard.

90. No practical device has been discovered that will utilize the power of the waves and the tides. The main obstacle to success in getting the ocean into harness has been to provide a motor that would withstand a heavy surf. The latest attempt in this line proposes a series of submerged pistons worked on buoys, whose constant motion is expected to compress air.

91. Incandescent gas lighting approaches perfection in house illumination, and is now generally used. A serious drawback to this system of lighting, however, is the fragile and perishable character of the mantles employed. What is needed is a mantle which will not break in ordinary handling, or if accidentally dropped a distance of a few feet. Also one which will not melt or crack when exposed to the temperature of burning coal gas, and which will not become useless if bent out of its original shape.

92. Women are always on the outlook for curling tongs or irons, hair-curling devices generally, and other mechanical articles for the toilet. New ideas in corset, placket, glove, shoe, and hat fasteners command a ready sale. Simple attachments for belts which prevent sagging and displace-

ment, and novelties in pocketbooks, cravat and necktie holders are very much sought after.

93. Novel and sensational advertising devices, especially for store-window displays, find ready sale.

94. Means for protecting shores which will prevent the undermining of buildings situated on the beach. Every year thousands of dollars are lost by reason of the breaking of the buttresses or breakwater, caused by high waters, which removes the foundation of buildings and causes the collapse and entire loss of the same.

95. A prolific field for the inventor is offered in the line of further improvements in submarine vessels which will make them more practical for use as merchantmen and will increase their safety.

96. A paste composition for friction matches, free from phosphorus, would revolutionize the manufacture of matches. The composition should offer such resistance to shocks and friction as to prevent apprehension of danger from explosions during the process of manufacture. It should also be free from chemical ingredients injurious to the health of those employed in the manufacture of matches.

97. An alloy for armor plate, and a process and apparatus for making the same. The question of obtaining armor plates for forts and war vessels which shall be able to withstand the heavy projectiles which are now used is occupying the attention of all the principal nations of the world, and any improvement in this class of inventions would be readily adopted.

98. For years various inventors have been attempting to secure a substitute for the razor. Recently a Frenchman thought he had solved the problem, but after his device and an electro-chemical combination had been used in the barber shop a few days, the customers discovered that the instrument burned and blackened their chins, and the inventor was obliged to flee before their rage. Nevertheless, there is a fortune for the inventor who discovers a harmless substitute for shaving.

99. Novel devices or structures, on the order of merry-go-rounds, toboggan slides, and the Ferris wheel, for use at summer resorts, fairs and exhibitions, are always in demand, and, as a rule, are very profitable. The most recent inventions in this line are the centrifugal railway, in which a car describes a circle, and is maintained on the rails by centrifugal force; the "aquarama," or voyage on the rivers of the world; and the "hotel topsy-turvy," in which everything appears to be reversed, or upside down.

100. Novelties in culinary utensils, or labor-saving devices for the household, like egg beaters, vegetable parers, can openers, coffee pots, window or floor cleaners, tack pullers, carpet stretchers, sweepers, cleaners and beaters, dusters, polishers, cabinets, and flour and ash sifters, are generally salable.

101. A simple device for tightening woven-wire bed springs. Anyone who has used these kinds of bed springs knows that in a short time the wire stretches or springs, causing a sagging in certain parts of the bed. A device which will provide means for overcoming this objection is very much desired.

102. A druggists' prescription file which will enable prescriptions to be compactly filed away in regular order, kept clean, and at the same time rendered quickly accessible for several years back, so that any desired prescription may be readily found, removed, and replaced without disturbing others.

103. A practical machine for scaling fish is also an invention which ought to prove successful, as this work is now done altogether by hand. In large establishments for the handling and canning of fish some rapid and labor-saving means for removing the scales or cleaning fish are demanded.

104. A wash basin having means for closing and opening the discharge therein without the necessity of inserting the hand into the water contained in the basin. Some simple device which will take the place of the ordinary plug and chain, and will add little or nothing to the expense, is what is desired.

105. Owing to the destruction of forests, and the growing scarcity of wooden ties, a demand has arisen for a substitute. Metal ties have been used for some time on European railways. It would seem that some kind of a hollow steel tie, filled with cement or some other practical construction, would fill the need.

106. One of the things which the average street railway manager is in search of is a satisfactory convertible car, which will save him the necessity of doubling his equipments and of providing storage room for the closed cars in summer and the open cars in winter. Experiments should be along the line of convenient disposition of the seats and the replacement of the ordinary side curtains which are of very little protection in wet weather. Some simple means of temporarily collapsing or throwing out of use of window sections so that they may be readily drawn into operative position will be a step in the direction of solving the problem.

107. Anyone who can invent a process which will save half a cent a ton on the present system of loading coal into ocean steamers should be able to sell his invention for a very large sum. Among the great needs of the Navy is some easier method of coaling ships at sea from colliers, especially when the sea is rough. A method that would accomplish this result with more ease than it is now accomplished would do as much to improve the efficiency of a fleet of battleships as would an improvement in the making of armor or the invention of a more efficient gun than is now known.

108. Liquid blacking is much more convenient to apply to boots or shoes than the solid blacking or paste, but most of the devices for handling it hitherto produced are not easy to manipulate, the common practice being to apply the liquid with a sponge attached to a wire inserted in the cork of the bottle. Attempts have been made to arrive at a successful use of liquid blacking in connection with the brush, but like most original inventions this class is subject to a wide range of improvements and affords an opportunity for an inventive mind to produce a simple and effective brush construction for applying liquid blacking.

109. Any improvement tending to the amelioration of the condition of those who delve in the bowels of the earth for their bread would be a boon to humanity. The prevention of explosions from fire damp, and the purification of the unwholesome atmosphere of the mines, are subjects worthy of the attention of the thinker and inventor, not only from the humane standpoint, but also from a business point of view. Mine owners are quick to adopt practical ideas looking to the comfort or safety of their operatives, or adapted to facilitate the work of mining.

110. A mechanical device or machine for plucking feathers from fowls would form a commercially valuable invention if constructed to operate efficiently and practically. Such a machine should comprise means for completely removing the feathers and ejecting the fowl from the machine thoroughly picked and ready for dressing.

111. A device by means of which a hat, coat, or umbrella may be hung up with security from thieves is something which has not yet been successfully developed. An effective and comparatively simple invention in this line would be one of value, and one which would be readily adopted. Security is the prime consideration, but expense and ease of manipulation are factors not to be ignored.

112. One of the most profitable fields of invention at the present time is a smoke consumer for stoves and furnaces. If one knows the composition of smoke and understands that it is merely unconsumed flakes of carbon

floating in non-combustible gases he need not be a chemist to see that smoke abatement is merely a question of fuel. If soft coal was perfectly consumed the gases that escape through the chimney would be colorless; that is, there would be no carbon or soot in them and hence no smoke. It is obvious that this line of invention lays open a valuable territory and encourages inventors to experiment and to cover by patent every field relating to improvements in stoves and furnaces with this end in view.

113. Notwithstanding the wonderful development of improvements in railway construction and equipment during the past quarter of a century, this field of invention is still an attractive one for the inventor. With respect to the locomotives, economy in fuel is an important consideration, and inventions looking to the consumption of the products of combustion, and the arresting of sparks and cinders, are in demand. Improvements which increase the safety of trains are also of value, and, if practical, can be readily placed. In connection with railway inventions, it may be suggested that apparatus for weighing the cars of a train with reasonable accuracy while moving either separately or loosely coupled, is something which railway companies need, and would doubtless promptly adopt. Car heating and ventilation, devices for improving the roadbed and track structures, are all subjects to which the inventor can profitably direct his ingenuity.

114. A reliable automatic gas governor, which may be attached to a meter for regulating the flow of gas through the meter, and preventing the waste thereof. Most of the devices of this kind now on the market are unsatisfactory, because they require constant attention and become inoperative after having been in use a short time. A simple, inexpensive, and effective gas governor would meet with a ready sale.

115. To penetrate the fog of the sea has always been and still is a problem, and a fortune awaits the solver of this problem. Audible signals, such as alarm whistles, have been insufficient, and a new idea must be evolved in which the audible signal will be eliminated or combined with other safeguards. While no specific suggestion can be afforded, it is probable that electricity will play an important part in the successful working out of this important matter.

116. There is an actual demand for a simple, inexpensive voting device, adapted for the use of legislative bodies. The adoption of such an invention by the Congress of the United States has been agitated for some time, and has probably only been delayed by the non-appearance of a voting machine or system answering the requirements as to simplicity, accuracy, and expense. It requires about forty-five minutes to call the roll in the House of Representatives, and the time and expense thus involved in the course of a session can readily be estimated. The inventor who solves this problem will be amply rewarded.

117. To scrape a ship's bottom without the delay and expense of dry-docking presents a problem to inventors, the solution of which will mean profit to the originator and a revolution in marine repairs. The fouling of ships by barnacles and sea waste is a source of constant concern to navigators, and the expense of dry-docking is an important item. To free ships from the incubus of the sea has always been a thing desired, and sooner or later a practical method of accomplishing this while the vessel is afloat may be devised.

118. Wheels, axles, bridges, and rails have all been strengthened to carry their increased loads; but, strange to say, the splices which hold in place the ends of the rails, and which are really short-span bridges, are now the weakest part of the railway. The angle-bar splice has but one-third of the strength of the rail, and its strength cannot be increased, owing to its want

of depth. Joints go down under every passing wheel, and the ends of the rails wear out long before the rest.

119. The electrical storage battery is the generator of the immediate future. The brush battery employs lead plates which necessarily require a considerable generation for their own transportation. The weight of the battery is its barrier to commercial success. The Edison battery, which is the most recent improvement in this line, substitutes thin steel plates for lead, and the plates are perforated to receive cells containing compressed parcels of mixed iron and graphite for the positive electrode, and nickle and graphite for the negative electrode. The electrolytic fluid is a solution of potash, which does not affect the containing vessel and preserves its quality. It is claimed for the battery, as a result of prolonged and severe tests, that it will render two or three times as much service as the same weight of the ordinary lead battery.

120. During the past few years a new field has been opened for inventors. To produce realistic stage effects, mechanism is required, and a number of patents have been recently granted in this line of invention. Examples of these are the patents of Neill Burgess on mechanism for producing the horse race in the "County Fair," and the apparatus employed in the play of "Ben Hur" for the illustration of the chariot race. Any invention of merit in this line will be readily adopted, and perhaps no class of patented devices is more profitable.

121. This field has been extensively exploited, but new toys are always in demand. Simplicity is to be kept in view in toys, as the cost of manufacture is an item of first importance. However, in the line of electrically operated toys which convey an elementary knowledge of electricity the cost is of secondary consideration, novelty and originality being the essentials. In Germany the manufacture of toys is an important industry, and it is also an item of importance in this country. As expensive plants are ordinarily not required for the manufacture of toys, patents in this line are easily marketed.

122. A fortune awaits the man who will invent a good substitute for leather. Nobody has yet succeeded in approaching it, unless it be an inventor who has patented a fabric which he proposes to use, in particular, as a material for the inner soles of shoes and boots, though it may be employed for other purposes. It resembles what is known as split sole leather, but is much cheaper, and claims to be superior, being waterproof, as well as stronger. The manufacturer of this imitation leather uses the fine sole-leather dust given off by the buffing rolls used upon sole leather. Hitherto this dust has been a waste product, but the new invention combines it with gum and employs it in this shape to form a coating on one or both sides of canvas or other similar fabric. As it dries a sprinkling of dry leather dust is added, and the fabric thus treated is passed between rollers, so as to cause the leather dust to be firmly imbedded in the fabric and combined with it.

123. Inventors keep pace with the times, and encourage new "fads." This is demonstrated by the large number of patents recently granted on golf sticks and paraphernalia used in the game of golf. The latest diversion in men's apparel is the shirt waist, and this demands a substitute for suspenders. The belt has been universally adopted for summer wear by men, but it falls short both in appearance and comfort. The lucky inventor who devises a satisfactory substitute for suspenders will reap a rich harvest.

124. The greatest inventions are not necessarily the most profitable. Small articles which may be cheaply made, and sold at a small price, are usually the most ready producers of profit. The public demands novelties, and the inventor must supply them. It may be a difficult matter to find a manufacturer and capitalist to promote a complicated machine, however

meritorious, but comparatively easy to place a patent for a simple novelty which may be manufactured at little expense.

125. A successful scheme for paving alongside street-car tracks is needed. Repairs to the paving next the rails is one of the largest items of maintenance of way. The vibration due to the speed of the heavy cars shatters the edges of the pavement and the rain and weather do the rest.

126. Tables have been invented for ocean steamers that purport to maintain an equilibrium of the articles contained thereon. These have generally been constructed to swing or sway, but the movements have been so abrupt that they are not practical for the purpose, and the way is open for someone to devise a simple table of this character having an easy movement without jar or vibration.

127. An apparatus for aerial navigation. Great strides have been made in this art recently, and a number of partially successful devices have been invented. There is still room for improvement, however, and the value for war purposes of some machine which may be propelled through the air cannot be overestimated.

128. Government officials are studying constantly to devise rapid means for transporting the mail for the convenience of the public. A system by which letters, instead of being dropped into stationary boxes, can be placed into receptacles and carried by electricity or pneumatic power to the post-office should solve the problem.

129. Dispatching or block signaling on electric railroads is, strange to say, considerably behind the perfection reached on steam railroads, and questions connected with signaling or controlling the traffic at meeting points are among the most serious now engaging the attention of the managers of the inter-urban lines. There are two general ways of dealing with this problem, first by telegraphic dispatching, and second by electric block signals, automatic or otherwise. The possibility of using the tracks for signaling purposes on steam roads gives an immense advantage over electric roads in automatic signaling. The block system used on some electric railroads is not practically feasible by reason of the necessity of rail insulation in ground structures. On lines with dirt ballast and where one rail of the track cannot be spaced from the return circuit for the purpose of signaling, this plan is not available. The discovery of a simple and practical signaling device or mechanism for electric railroads will prove a source of material income to the successful inventor.

130. In connection with sea travel, another avenue to wealth is open to inventors, for second only in importance to preventing collisions and accidents at sea is the loss of life which results from such accidents. While lifeboats of various construction and of more or less merit are now carried as part of the equipment of sea-going vessels, perfection in this line has by no means been reached, and there is an absolute demand for meritorious and practical improvements in this line. Any invention which will add to the present safeguards for ocean travelers should be successful financially, as well as a contribution to the cause of humanity.

Kinds of Inventions for Which the Present War Has Created Enormous Demand

The following list gives a general idea of some of the lines of manufacture and industry in which new inventions and improvements are especially needed at this time, on account of the war:

1. Tools of nearly every character.
2. Machinery for the manufacture of practically every article used by man in times of peace, to say nothing of all munitions of war.
3. Automobiles, and especially heavy armored types for use in warfare.
4. Excavating machinery.
5. Explosives.
6. Wire-cutting devices.
7. Air craft of every description.
8. Armor plate, and processes for hardening and treating metals.
9. Devices to protect ships from submarine torpedoes and other bodies from attack.
10. Improvements in ships and shipbuilding.
11. Scientific instruments, such as telescopes, periscopes, range finders, sound detectors and others.
12. Medical, surgical, and hospital appliances, and equipment for use in treating and transporting the wounded.
13. Conveyances and means of transportation.
14. Telephonic, telegraphic, wireless, and other apparatus for transmitting messages.
15. Improvements in clothing and soldiers' body equipment.
16. Improved and cheaper means for manufacturing clothing of all kinds.
17. Agricultural implements of all kinds which will tend to increase the productivity of the soil and encourage agricultural pursuits.
18. Shoes and other leather goods, including a practical leather substitute.
19. Rubber goods, and a practical substitute for rubber.
20. Food products and machinery for manufacturing and handling them.
21. Canning machinery.
22. Mining machinery.
23. Engines and motors which will produce more power and reduce fuel consumption.
24. Practical substitutes for gasoline and other power-producing fuels now in use.
25. Materials and machinery used in building and construction.
26. Bridge-building machinery.
27. Freight-handling devices and improvements in railway equipment.
28. Paper-making machinery and processes of manufacture.
29. Games, toys and amusement devices.
30. Devices of every character which will save money and time, and prevent destruction of life and property.

DON'T DELAY

If you have conceived an idea for which you desire to apply for patent it is very important that you submit the invention to us without delay.

This will enable us to complete our examination of your disclosure and, if the idea is patentable subject matter, send you our Certificate of Patentability, which will serve as evidence of the invention until your application can be filed.

Any delay on your part gives some other inventor an opportunity to conceive a similar idea and, if he should file his application before you disclosed your invention and secure proof thereof, you might lose your rights entirely.

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INDEX TO CONTENTS

| | |
|--|------------|
| Abandoned Applications, Renewal of | 47 |
| Advertising Patents We Secure | 73 |
| Application for Patent, Definition of | 38 |
| Appeals | 47, 48 |
| Appeal to Board of Examiners in Chief | 47 |
| Appeal to Commissioner of Patents | 48 |
| Appeal to Court of Appeals, District of Columbia | 48 |
| A Personal Talk to Inventors | 11-13 |
| Assignments (see also Contracts, Licenses) | 43-46 |
| Attorneys, Reliability of (see References) | 81, 82 |
| Attorneys, Selection of | 11, 60, 61 |
| Certificate as to Patentable Subject Matter | 36 |
| Co-inventors | 45 |
| Composition Patents | 35 |
| Compounds, Patents for | 49, 50 |
| Conception and Disclosure, Evidence of | 36 |
| Contracts (see also Assignments, Licenses) | 46 |
| Copyrights | 56 |
| Cost of Applying for a Patent | 37 |
| Delays, Danger in | 61 |
| Demand for New Inventions | 17 |
| Demand for New Inventions, How War Has Increased | 28-32 |
| Design Patents | 50-52 |
| Evidence of Conception and Disclosure | 36 |
| Financing Inventions | 75 |
| Foreign Patents | 62-68 |
| Foreign Trade Marks | 68 |
| Fortunes Which Inventions Have Produced | 21-28 |
| Important Features of our Service | 77-84 |
| Infringements of Patents | 49 |
| Inventions as Investments | 18 |
| Inventions, How to Protect | 9 |
| Inventions, Sale of | 19-28 |
| Inventions, Submitting to the Government | 32 |
| Inventions Which Have Produced Fortunes | 21-28 |
| Interferences | 48, 49 |

| | |
|--|--------|
| Introduction, A Personal Talk to Inventors | 11-13 |
| Labels and Prints | 56 |
| Licenses (see also Assignments, Contracts) | 43 |
| Manufacturing and Selling before Issue of Patent | 76 |
| Our Offices, Location of | 1-12 |
| Our Offices, Views of | 4-8 |
| Our Services, Important Features of | 77-84 |
| Patents, Advertising of | 73 |
| Patent Buyers, Our Lists of | 72 |
| Patents, Cost of Applying for | 37 |
| Patents, Definition of | 34 |
| Patents, Facts about | 57-60 |
| Patents for Compounds | 49, 50 |
| Patents, for What Granted | 35 |
| Patents, How to Obtain | 34-36 |
| Patents in Foreign Countries | 62-68 |
| Patent Office, View of, Showing Talbert Building | 1 |
| Patents, Reissues of | 45 |
| Patents, Sale and Promotion of | 69-76 |
| Patents, Time Necessary to Secure | 43 |
| Patents, Transfer of Rights to | 46 |
| Patents, Who May Secure | 34 |
| Patentable Subject Matter, Certificate as to | 36 |
| Prints and Labels | 56 |
| Prizes for Inventions | 18 |
| Process Patents | 35 |
| Promotion and Sale of Patents | 69-76 |
| Prosecution of an Application for Patent | 41 |
| Protecting Your Ideas, Importance of | 33 |
| Renewal of Abandoned Applications | 47 |
| References | 81, 82 |
| Reissue of Patents | 45 |
| Rejected Applications | 44 |
| Sale and Promotion of Patents | 69-76 |
| Saleability of Patents | 16 |
| Search of Patent Office Records | 37 |
| Selling an Invention | 15 |
| Submitting an Invention to the Government | 32 |

| | |
|---|-------|
| Talbert, Mr. E. Hume, Biographical Sketch | 2, 3 |
| Testimonials from Our Clients | 34-65 |
| Time Necessary to Secure a Patent | 43 |
| Trade Marks | 52-56 |
| Trade Marks, Cost of | 54 |
| Trade Marks, in Foreign Countries | 68 |
| Trade Marks, Use of | 56 |
| Value of Inventions | 19-28 |
| War, How it Has Increased the Demand for Inventions | 28-32 |
| War, Kinds of Inventions Needed for Success of . . . | 30-32 |
| What to Invent | 86-99 |
| What to Invent, Kinds of Inventions for Which the Present War Has Created Demand | 99 |

GENERAL SCHEDULE OF MINIMUM CHARGES

The following charges are for cases of the most simple nature only. Cases of a complicated nature requiring more than average time and thought or additional sheets of drawings will be charged for in proportion thereto.

| | <i>Attorney's Fee</i> | <i>Drawing (1 sheet)</i> | <i>Gov't. Filing fee</i> | <i>Total</i> |
|---|---------------------------|------------------------------|------------------------------|--------------|
| For Filing an Application for a Simple | | | | |
| Mechanical Patent.... | \$25 | \$5 | \$15 | \$45 |
| Electrical Patent..... | 30 | 5 | 15 | 50 |
| Process Patent..... | 35 | .. | 15 | 50 |
| Chemical Patent..... | 35 | .. | 15 | 50 |
| Composition Patent... | 35 | .. | 15 | 50 |

(A Final Government Fee of \$20 is due within six months after allowance in above cases.)

| | <i>Attorney's Fee</i> | <i>Drawing</i> | <i>Total Gov't Fee</i> | <i>Total</i> |
|-------------------------------------|---------------------------|----------------|----------------------------|--------------|
| Design Patents | | | | |
| Three and a half year term..... | \$25 | \$5 | \$10 | \$40 |
| Seven year term..... | 25 | 5 | 15 | 45 |
| Fourteen year term... | 25 | 5 | 30 | 60 |
| Trade Mark..... | 15 | 5 | 10 | 30 |
| Label or Print (Total Cost)..... | ... | .. | ... | 20 |
| Copyright..... | ... | .. | ... | 10 |

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| Infringement and Validity Reports..... | \$25 and upwards |
| Assignment of Patent..... | \$5 and upwards |
| Special Search, Including Anticipating References..... | \$5.00 |
| Copies of Issued Patents, each..... | .10 |

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